

GRAIN DEALERS JOURNAL

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TEN CENTS PER COPY

McKENNA & RODGERS
CONSIGNMENTS

WHEAT
Corn-Oats-Rye

Goffe & Carkener
Grain Commission
St. Louis Kansas City

Taylor & Bournique Co.
SHIPPERS
Corn, Oats and Barley
MILWAUKEE, WIS.

J. A. Manger & Co.
216-218 Chamber of Commerce
BALTIMORE, MD.

POPE & ECKHARDT CO.
GRAIN AND SEEDS
111 W. Jackson St. CHICAGO

Baltimore Pearl Hominy Co.
SEABOARD CORN MILLS
S. F. EVANS, Mgr. BALTIMORE, MD.
Always in the Market
Buyers of White and Yellow Corn
Manufacturers of
Corn flour, Corn meal, Hominy feed, etc.

COURTEEN
SEED CO. Milwaukee, Wisconsin
Clover, Timothy, Grass, Seed
Grain Bags

B. F. Schwartz & Co.
PRODUCE EXCHANGE NEW YORK

Ship to
Dudley M.
IRWIN

Ady & Crowe Merc. Co.
Denver, Colo.
GRAIN HAY BEANS
A. & C. Poultry Feeds

P. B. & C. C. MILES
Established - 1875
Incorporated - 1910
Peoria, Ill. Handling Grain on Com-
mission Our Specialty

Buffalo,
N. Y.

SIMONS, DAY GRAIN and
& Co. PROVISION
BROKERS
322 Postal Telegraph Bldg., CHICAGO, ILL.

James E. Bennett & Co.
Members Chicago Board of Trade
GRAIN PROVISIONS
STOCKS—BONDS
Postal Tel. Bldg., 332 So. La Salle St., Chicago
ST. LOUIS— —PEORIA
211 Merchants Exchange 11 Board of Trade

Established 1877
Langenberg Bros. Grain Co.
St. Louis New Orleans

Helicoid Conveyor

is rolled from a single strip of metal and the flight given its permanent form by the rolling process. It has proven to be most efficient for handling grain, and is used entirely by many of the large elevators throughout the country.

We were the originators of steel screw conveyor, and will be glad to advise you on any conveying problems you may have.

H. W. CALDWELL & SON CO.
CHICAGO 17TH STREET AND
WESTERN AVENUE DALLAS, TEXAS
711 MAIN STREET NEW YORK
50 CHURCH STREET

MILWAUKEE

WHY

the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly:

Milwaukee at all times has a big, broad market for all grains.

Its shipping facilities are the best on the Great Lakes and its harbor is the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

Its remittances on consignments are extremely prompt.

Its salesmen have a reputation the country over for zeal, intelligence and probity.

Get into communication with any of the following Chamber of Commerce members and learn more about Milwaukee—the Logical Market

Taylor & Bournique Co.

Flanley Grain Co.

Henry Rang & Co.

Donahue-Stratton Co.

Moering Grain Co.

Godfrey Blanchard Co.

Franke Grain Co.

W. M. Bell Company

Quinn Shepherdson Co.

E. P. Bacon Co.

M. G. Rankin & Co.

Johnstone-Templeton Co.

Runkel & Dadmum

Cargill Grain Co.

L. Bartlett & Son Co.

St. Louis

ST. LOUIS was glad to entertain the Grain Dealers and their ladies during the 23rd Annual Convention of the Grain Dealers National Association and proved it by its warm welcome and lavish entertainment.

The 1500 grain dealers who enjoyed the cordial hospitality of the metropolis of the Mississippi Valley will long treasure pleasant memories of this splendid occasion and watch for another opportunity to visit St. Louis, the most accessible convention city of the country.



Toberman Mackey & Co.

GRAIN

HAY

SEEDS

The fastest growing commission house in America

MERCHANTS EXCHANGE

We solicit your St. Louis Option Business

Among Those in Attendance at St. Louis Convention

J. A. A. Geldel came from Pittsburgh.

Georgie was represented by Mr. and Mrs. Dan Joseph, Columbus.

Duluth was represented by E. M. White and W. P. Majo.

H. W. Robinson and Fred E. Watkins represented Cleveland, Ohio.

Decatur, Ill., was represented by H. I. Baldwin; T. E. Hamman; W. H. Suffern; and T. E. Bennett.

Nebraska shippers included E. Bossemeyer, Jr., Superior; and E. D. Bartling, Nebraska City.

Cincinnati receivers were represented by John E. Collins, Jr.; and Henry M. Brouse of the Brouse-Skidmore Grain Co.

Canadian men present were W. B. Bashaw and J. B. Trempe, Montreal; J. E. Bottrell, Winnipeg; and Dr. R. Magill, secretary of Winnipeg Grain Exchange.

Federal supervisors present representing the Bureau of Markets were E. G. Boerner and H. J. Besley, Washington, and R. T. Miles and O. F. Phillips, Chicago.

Peoria receivers were represented by Geo. W. Cole; J. A. Waring of S. C. Bartlett & Co.; J. A. McCreery of J. A. McCreery & Sons; G. C. McFadden of G. C. McFadden & Co.; and W. T. Cornelison.

Secretaries of grain exchanges present included C. F. Macdonald, Duluth; J. C. Mullaney, Sioux City; Fred E. Pond, Buffalo; John G. McHugh, Minneapolis; John R. Lofgren, Peoria; E. D. Bigelow, Kansas City; and F. Manchester, Omaha.

From Little Rock, Ark., came Guy Cameron.

Warner Moore, Jr., came from Richmond, Va.

G. E. Meech, of Middletown, was the only Connecticut man present.

C. B. Sanford, superintendent of the Public Elevator at New Orleans, was in evidence.

Established 1877

LANGENBERG BROS. GRAIN CO.

RECEIVERS, SHIPPERS AND EXPORTERS

GRAIN and HAY

Offices:
New Orleans
Kansas City
Oklahoma City

ST. LOUIS

Members:
Chicago Board of Trade
Kansas City Board of Trade
New Orleans Board of Trade
St. Louis Merchants Exchange
Grain Dealers National Association
National Hay Association

Among Those in Attendance at St. Louis Convention

A. E. Nickerson came from Portland, Me.

Alabama men included Frank Z. Woodruff, Anniston; and W. J. McKinney, Mobile.

New York City receivers were represented by L. W. Forbell of L. W. Forbell & Co. and Charles Rockwell.

Philadelphia receivers were represented by Wm. H. Watkins of E. L. Rogers & Co.; D. Arthur Karr; Fred J. Faber; M. F. Miller; and Robert Morris.

From Milwaukee came P. P. Donahue of Donahue-Stratton Co.; A. E. Bush; Wallace M. Bell; F. B. Bell of W. M. Bell & Co.; Ed Hiemke of L. Bartlett & Son; and A. R. Taylor of Taylor & Bournique Co.

Boston men who came were J. T. Hammers; John J. King; R. T. Hardy; Horace Cook; M. D. Benzaquin; Bob Wallace; E. F. Clapham; Seth Catlin, Jr.; and A. W. Goodnow.

Memphis was represented by A. C. Ewer; C. G. Robinson; J. B. Horton; Tom Wade; F. Clark; Lee D. Jones; J. W. Jefferson; J. S. Denyven; John W. Fulghum; C. J. Dammann; Harry Webb; J. L. Nessly; E. R. Gardner; and Walter M. Browne.

Cairo receivers were represented by A. E. Rust; H. E. Halliday and J. B. Gillespie, Jr., of Halliday Elvtr. Co.; O. B. Hastings; Ira Hastings; E. G. Pink; Alvin Lynch of Magee-Lynch Grain Co.; G. S. Siddons; and W. L. Duncan.

The total number of dealers registered was 1,450, and in addition there were about 170 ladies. This made it the largest of the Ass'n's conventions in point of attendance.

St. Joseph receivers were represented by J. F. Kellogg and W. M. Huff of Kellogg-Huff Gr. Co.; W. W. Simmons of Sloan-Simmons Grain Co.; Carver L. Scholl of the A. J. Elvtr. Co.; Chas. A. Geiger, and H. L. Dannen.

T. E. PRICE & CO.

Receiving — Shipping — Futures

CHOICE WHEAT

St. Louis, Mo.

SINCE 1867

STRICTLY A COMMISSION HOUSE

50 YEARS' EXPERIENCE
AT YOUR SERVICE

BEACH-WICKHAM GRAIN CO.

(NOT INC.)

Our own wires

Our own offices

Our own sales force

{ IN THESE
MARKETS }

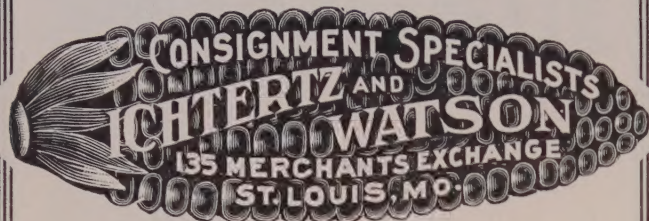
ST. LOUIS, Merchants Exchange

CHICAGO, Postal Building

PEORIA, Board of Trade

GEORGE J. ICHTERTZ

JOHN H. WATSON



MEMBERS

CHICAGO BOARD OF TRADE
ST. LOUIS MERCHANTS' EXCHANGE
GRAIN DEALERS NATIONAL ASS'N
MISSOURI GRAIN DEALERS ASS'N

We Give Your Orders

PROMPT, EFFICIENT SERVICE

Our Private Wire connections enable us to promptly execute Orders for Future Delivery *in all* markets.

Consign Your Grain to US*We Keep Our Shippers Satisfied***Among Those in Attendance at St. Louis Convention**

The Colorado representatives were J. F. Sprengle of Pueblo and J. R. Forsyth of Longmont.

Des Moines sent W. S. Beall; W. H. Bartz; S. E. Squires; L. N. Hart; Clark Brown; C. H. Casebeer; Will Farrell; Addison Hall; and C. A. Tower.

Buffalo receivers were represented by Chas. T. Doorty of Doorty-Ellsworth Co.; John A. Seymour; H. C. Shaw, Nisbet Grammer, of Taylor & Bournique Co.; Jas. G. McKillen, with Dudley M. Irwin; Maxwell Nowak; B. J. Burns, and P. D. Conners.

Michigan dealers present were J. M. Cope, Saginaw; T. W. Swift, J. A. Jossman, Detroit; Robert Ryon, Lansing; A. N. Sheffield, E. L. Wellman, Grand Rapids; W. E. Shelden, Jackson; and Joseph J. Wickens, Lansing.

Minneapolis receivers were represented by Wm. Dalrymple; F. W. Shepard; Le Roy D. Godfrey of Godfrey-Blanchard Co.; H. F. McCarthy; James Gould; Geo. Shannon of McCaull-Dinsmore Co.; Hughie E. Hughes; C. M. Case; E. J. Grimes; and H. D. McCord.

Omaha receivers were represented by J. L. Welsh; J. T. Buchanan; S. P. Mason of Nye-Schneider-Fowler Grain Co.; E. A. Beardsley of Merriam & Millard Co.; Frank Foltz of Maney Grain Co.; C. D. Sturtevant; J. A. Linderholm of Crowell Elvtr. Co.; and J. W. Holmquist.

Kansas City receivers were represented by Henry Lichtig; Fred Godfrey; Ed Emmens; Ben C. Moore of Moore-Seaver Grain Co.; Paul Uhlman; L. J. Morgan; F. G. Crowell; R. W. Sampson; G. P. Payne; S. P. Hinds; Fred Hoose; Cort Addison and R. T. Lanphere, of the Addison Grain Co.; Lee Fuller; Mr. Schreiber; R. H. Sturtevant; Carl Congleton; E. M. Hibbs; F. L. Bedell; A. Huttig; C. A. Knight; J. H. Sampson; A. R. Aylsworth and Spencer F. Bartlett, of Federal Grain Co.; J. C. Robb; H. P. Seward; Allen Logan; W. B. Lathrop; R. H. Logan; J. F. McElvain; and Ed. Welch.

**Service Counts**

With our wide connections and long experience, we can offer best results on Grain, Hay and Seed Consignments.

Try us for Service.

Goffe & Carkener Co.

105-107 MERCHANTS EXCHANGE

ST. LOUIS, MO.

K. C. Office:
GOFFE & CARKENER
Board of Trade

W. C. GOFFE
G. S. CARKENER
GEO. C. MARTIN, Jr.

Among Those in Attendance at St. Louis Convention

Kentucky dealers in attendance were M. T. Dyer, Henderson; A. Brandeis, Louisville; John S. Green, Louisville; Malcolm Bullitt, Louisville; Henry Fruechtenicht, Louisville; Lee Callahan, Louisville; and H. E. O'Bryan, Owensboro.

Nashville, Tenn., men on the job were C. H. Vincent; Frank Gillette; Mark Lillard; Sam Polk; Paul Pritchard; W. T. Hale; Sam Allen; Harry Williams; Vick Johnson; John C. Bennett, Jr.; J. N. Covington; J. A. Daugherty; S. S. Kerr; R. C. Mill; and E. N. Williams.

Iowa sent L. C. Button, Sioux City; W. C. Boyle, Morning Sun; Lee Davis, Scranton; C. L. Douglass; W. J. Fiala, Lisbon; L. W. Gifford, Cedar Rapids; M. King, Sioux City; J. R. Murrell, Jr., Cedar Rapids; Geo. Strom, Sioux City; S. W. Wilder of King-Wilder Grain Co., Cedar Rapids; F. R. Warrick of Terminal Grain Corp., Sioux City; and W. H. Holliday, Davenport.

Ohio dealers present included O. W. Cook, Columbus; O. N. Cook, Brice; E. T. Custenborder, Sidney; E. M. Colton, Bellefontaine; E. C. Elkenberry, Camden; H. G. Dehring, Curtice; H. L. Goemann, Mansfield; O. P. Hall, of the E. A. Grubbs Grain Co., Greenville; S. Leatherman, Hoytville; D. J. Lloyd, Waterville; John McDonald, Washington; Earl Mitchell, Kansas; E. O. Teegardin, Duvall; Edgar W. Thierwechter, Oak Harbor, and J. A. Rupp, Elmira.

Grain inspectors present included Jas. T. Bradshaw, Kansas City; Seth Catlin, Boston; E. H. Culver, Toledo; A. A. Breed, St. Louis; M. C. Fears, Kansas City; E. R. Gardner, Memphis; J. S. Hart, Kansas City; H. F. Hanks, Terre Haute; S. A. Holder, Indianapolis; Lee D. Irving, Louisville; Paul Larson, Sioux City; D. H. Larkin, Baltimore; Geo. F. Munson, Cincinnati; J. A. Noble, Chicago; W. S. Powell, Cairo; Sam Smith, Chicago; Walter E. Schmidt, Chicago; J. T. Roberts, Nashville; G. H. Tunnell, St. Paul, Minn.; G. H. K. White, New York; J. O. Winn, St. Joseph; F. B. Tompkins, Peoria.

G. A. VENINGA, Pres. and Treas.

PERRY C. SMITH, V.-Pres.

ALBERT A. COHN, Sec'y

Veninga-Smith Grain Co.

Owner and Operator
SECURITY ELEVATOR

GEORGE GIERER, Mgr.
Consignment Department

139 Merchants Exchange
ST. LOUIS, MO.

Receivers

MARSHALL HALL GRAIN CO.

ST. LOUIS

OPERATING

Burlington Elevator, St. Louis

1,400,000 bu. capacity

Marshall Hall Elevator, St. Joseph

1,000,000 bu. capacity

Branch Offices:

ST. JOSEPH, MO.
DES MOINES, IOWA

Correspondence Invited

Exporters

of Grain

Morton & Co.

MERCHANTS EXCHANGE
ST. LOUIS, MO.

Commission Merchants

for the sale of

GRAIN & HAY

Among Those in Attendance at St. Louis Convention

Oklahoma men who came were E. S. Bouldin, Muskogee; T. Conner Cones, Enid; G. M. Cassity, Tonkawa; U. F. Clemons, Marshall; Ben U. Feuquay, Enid; Dick and Frank O'Bannon, Claremore; G. A. Polson, Oklahoma City; W. N. Randels, Enid; Fritz Straughn, Oklahoma City.

Insurance men in attendance were Sec'y C. A. McCotter, of the Grain Dealers Fire Ins. Co.; Sec'y G. A. McKinney, T. M. Van Horn and C. W. Fitzsimmons of the Millers' Mutual Fire Ins. Co. of Illinois; H. W. Donnan of the Hartford Fire Ins. Co. and J. F. Caldwell and A. H. Sargent of the Millers National Ins. Co.; and Sec'y Geo. A. Wells of the Western Grain Dealers' Fire Ins. Co.

The state of Texas was represented by W. R. Archer, Houston; L. G. Belew, Pilot Point; G. E. Blewett, Ft. Worth; L. F. Cobb, Plainview; A. E. Childress, Temple; C. M. Carter, Bay City; Ben E. Clement, Waco; Allen Early, Amarillo; Carl D. Ferguson, Ft. Worth; A. G. Hinn, Plainview; J. W. Elliott, Kress; Douglas W. King, Fort Worth; L. C. McMurtry, Pampa; Emmett Presnall, Clifton; S. Rothschild and C. P. Shearn, Jr., Houston; Jule G. Smith and Bert K. Smith, Fort Worth;

Indiana dealers who were present included R. Alexander, LaFayette; Robert Bell, Brookston; W. M. Bosley, Milroy; Milton Crowe, Frankfort; H. C. Clark, Tipton; W. B. Forseman, La Fayette; P. E. Goodrich, Winchester; J. S. Hazelrigg, Cambridge City; C. Haywood, New Richmond; Elmer Hutchinson, Arlington; D. C. Moore, Waynetown; W. M. Moore, Covington; G. M. Malsbury, Darlington; J. S. McDonald, New Albany; J. O. Pape, Fowler; H. W. Reimann, Shelbyville; A. E. Reynolds, Crawfordsville; C. A. Ross, Rensselaer; W. F. Starz, Fowler; J. P. Shoemaker, Daleville; E. K. Sowash, Middletown; J. W. Sale, Bluffton; A. D. Shirley, Lebanon; Bennett Taylor, La Fayette; and H. G. Wolf, Morristown.

J. H. TEASDALE COMMISSION CO.

103 Merchants Exchange

Started to grow in 1848, and is still growing in 1919.

We put 71 years' experience in every order we fill for you.

CONSIGN TO US AND BE A SATISFIED SHIPPER

*Owners and
Operators of
Central B
Elevator*

*Capacity
700,000 Bushels.
Equipped for
River Barge
Loading*

*Receivers and
Shippers of
Grain, Hay,
Seeds, Mill
Products,
Etc.*

Among Those in Attendance at St. Louis Convention

Toledo receivers were represented by F. O. Paddock; George C. Eichler; S. L. Rice; Charles R. Keilholtz and Joe L. Doering of Southworth & Co.; Fred Mayer, W. W. Cummings, and J. A. Streicher, of J. F. Zahm & Co.

Kansas men who came were P. N. Allin, Coffeyville; W. S. Bolton, Rossville; C. H. Blanke, Atchison; E. N. Bailey, Baileyville; F. A. Derby, Topeka; C. W. Flood, Conway Springs; T. H. Graves, Hutchinson; S. W. Grubb, Topeka; H. D. Harding, Rock Creek; F. J. Hipple, Hutchinson; V. B. Bolt, Emporia; R. E. Harrington, Baker; C. C. Isley, Dodge City; J. F. Jones, Topeka; George Koch, of Geo. Koch Grain Co., Wichita; S. P. Kramer, Topeka; E. A. Mowery, Hutchinson; L. H. Powell, Wichita Terminal Elevator Co., Wichita; J. R. Pickerill, Blood-Pickerill Gr. Co., Wichita; C. C. Smith, Conway Springs; J. P. Parks, Salina; A. L. Scott, Pittsburg; H. L. Strong, Strong Trading Co., Wichita; F. D. Stevens, Wichita; M. F. Weathers, Fort Scott; W. S. Washer, of S. R. Washer Grain Co., Atchison; H. Work, Ellsworth; E. T. Wenzel, Wichita.

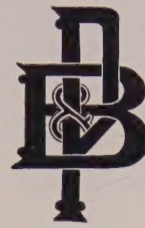
Missouri shippers present were J. E. Bridges, Fayette; Jesse J. Culp, Warrensburg; J. I. Carter, Hannibal; W. R. Crowther and B. Murray, Golden City; J. Coleman, Villa Ridge; Geo. M. Davis, Clark; W. R. Greim, Knobnoster; O. H. Henning, Mt. Leonard; R. O. Hamacher, Richmond; Geo. R. Hutson, Charleston; R. D. Jay, Carrolton; H. W. Kuhlmann; Theo. Koelke, Lockwood; D. B. Kevil, Sikeston; E. A. Klingenberg, Fredonia; Wm. M. Krebs, Maple Grove; G. A. Klingenberg, Concordia; R. A. McClintock, Weston; A. C. Mayfield, Pleasant Green; J. P. Miller, Logan City; W. W. Pollock, Mexico; D. S. Price, Glasgow; C. S. Ring, Lockwood; C. Reusser, Sandy Hook; W. H. Robertson, Yates; R. W. Taylor, Martinsburg; Alex. Verdot, Bonnotts Mill; Wm. Wagenbreth, Chesterfield; N. J. Willems, Rockville; E. W. Wingo, Springfield.

J.F. Imbs Milling Co.

Millers of

Hard Wheat FLOUR

**405 Merchants Exchange Bldg.
ST. LOUIS, MO.**



QUICK RETURNS

OUR SPECIALTY

TRY US OUT ON YOUR NEXT CONSIGNMENT OF

GRAIN - HAY - SEEDS KAFIR or MILO

"OUR SERVICE TO SHIPPERS IS UNEXCELLED"

PICKER & BEARDSLEY COMMISSION COMPANY

125 MERCHANTS EXCHANGE ST. LOUIS

"We Ship What We Sell"

POWELL & O'ROURKE Grain Co.

Own and Operate
Brooklyn St. Elevator

Buyers and Sellers

of

CORN

836 Pierce Building

ST. LOUIS, MO.

C. W. SMITH
J. FRANK VINCENT

H. N. MANNING
J. V. SMITH

SMITH, VINCENT & CO.

COMMISSION

*When we sell your consignments
we both make money, send us
your next shipment.*

Receivers || of || Grain
Shippers || Hay
Exporters || Seeds

St. Louis
Gay Building
Omaha
Keeline Bldg.

KLOSTERMAN - PATTON GRAIN COMPANY

427-428
PIERCE
BUILDING
SAINT LOUIS

F. M. McClelland & Company GRAIN and HAY

SATISFACTORY SALES
PROMPT RETURNS

Merchants Exchange ST. LOUIS, MO.

Among Those in Attendance at St. Louis Convention

Indianapolis receivers representatives included E. K. Sheperd; Bert A. Boyd; J. A. McComas; Wm. C. Hayward and Will Wilson of the Hayward-Rich Grain Co.; Chas. McEwan; Lew Hill; Fred Scholl; H. E. Kinney; Carl Menzie; E. S. Ver-Milwaukee; Geo. S. Colby, New Orleans; J. D. Edmiston, East non, W. D. Wilhelm, D. M. Cash and Le Roy Urmston of Urmston Grain Co.; Bert H. Black; F. G. Heinmiller; P. M. Gale; R. B. McConnel.

Secretaries of state and other Ass'ns who came were J. Vining Taylor, Winchester, Ind., National Hay Ass'n; J. W. Shorthill, National Council Farmers Co-op. Companies; J. W. McCord, Columbus, Ohio, Ohio Grain Dealers Ass'n; C. B. Riley, Indianapolis, Indiana Grain Dealers Ass'n; W. E. Culbertson, Delavan, Ill., Illinois Grain Dealers Ass'n; M. U. Norton, Mexico, Mo., Missouri Grain Dealers Ass'n; C. F. Prouty, Oklahoma City, Okla., Oklahoma Grain Dealers Ass'n; Geo. A. Wells, Des Moines, Ia., Western Grain Dealers Ass'n; and G. A. Stebbins, Red Oak, Ia., a former sec'y of the Grain Dealers National Ass'n.

Builders, supply and machinery manufacturers and bag makers were represented by J. B. Watkins; H. P. Brinaugh; I. E. Burka; W. R. Dickenson; H. F. Bakersmith; T. M. Oliphant; Jesse A. Shearer; J. W. Outhier; C. D. Todebush; H. A. Brown, of the Seed Trade Reporting Bureau; R. J. S. Carter; Henry Heil, Jr.; Pedro J. Morales; Wm. A. Baker; Roy Owen; A. K. Bentley, of Burrell Engineering & Construction Co.; F. D. Holbrook, of Miller, Holbrook & Warren Co.; H. E. Surface, of Skillin & Richards Mfg. Co.; H. E. Miller, Globe Machinery & Supply Co.; D. B. Noyes, of O. W. Randolph Co.; W. B. Sutton and A. H. Smith, of Huntley Mfg. Co.; N. C. Webster, J. Instone and H. E. Matson, of the Richardson Scale Co.

TILGHMAN A. BRYANT GRAIN BROKER

743 Pierce Bldg., St. Louis, Mo.

Do you know why sixteen of the Largest Mills in the country buy Hard Wheat of me and also fourteen mills manufacturing Corn goods make many purchases through me?

The Answer is

**Virgin Pure Country Run Grain
for Particular Millers**

B. S. LUSK, Pres.

M. B. LUSK, Sec'y.

LUSK COMMISSION CO. GRAIN, HAY, SEEDS, MILL FEEDS

Pierce Building

ST. LOUIS

Among Those in Attendance at St. Louis Convention

Baltimore receivers were represented by H. E. Wack of Henry E. Wack & Co.; G. A. Hax of G. A. Hax & Co.; D. Y. Huyett; E. F. Richards of John T. Fahey & Co.; W. Howard Pffel; S. Henderson; J. A. Manger; J. Reynolds; Oscar M. Gibson of C. P. Blackburn & Co.; W. E. Harris, and J. A. Peterson.

Illinois shippers in attendance included Tom Abrams, Bethany; R. C. Baldwin, Bloomington; F. J. Blackburn, Jacksonville; A. J. Banta, Monticello; E. W. Block, Indianola; F. E. Beggs, Ashland; L. H. Blankenburg, Sidney; M. A. Current, Danville; P. R. Couch, Salem; S. P. Cunningham, Penfield; B. L. Christy, Viola; F. W. DeHart, Arthur; Victor Dewein, Warrensburg; L. E. Edwards, Pierson; C. D. Freeman, Farmersville; W. L. Finston, Monticello; C. E. Graves, Weston; Martin Huber, Highland; Fred G. Horner, Lawrenceville; F. L. Hunt, New Richmond; Frank Jones, Ridgefarm; Ray J. Jones, Monticello; Geo. L. Long, Bushnell; A. V. S. Lloyd, Bloomington; John H. Lloyd, Springfield; John McHenry, Springfield; O. J. Moss, Kemp; Lee G. Metcalf, Illiopolis; E. F. Melzer, Effingham; C. R. Mitchell, Ashmore; N. J. Moore, Bluff; S. S. Neiman, Warrensburg; S. E. Sharp, Warsaw; C. E. Still, Piasa; H. B. Price, Delavan; H. T. Strawn, Jacksonville; E. E. and John Schultz, Beardstown; U. J. Sinclair, Ashland; J. B. Stone, Mattoon; C. A. Stout, Cerro Gordo; L. C. Stonehenge, Owaneco; J. W. Turner, Farmer City; Elvis Weathers, Newman; E. M. Wayne, Delavan; E. D. Wooley, Greenfield; Frank Ware, Butler; J. B. Woodin, Champaign.

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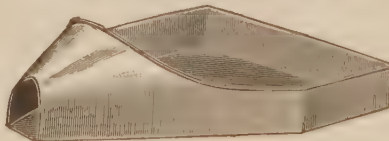
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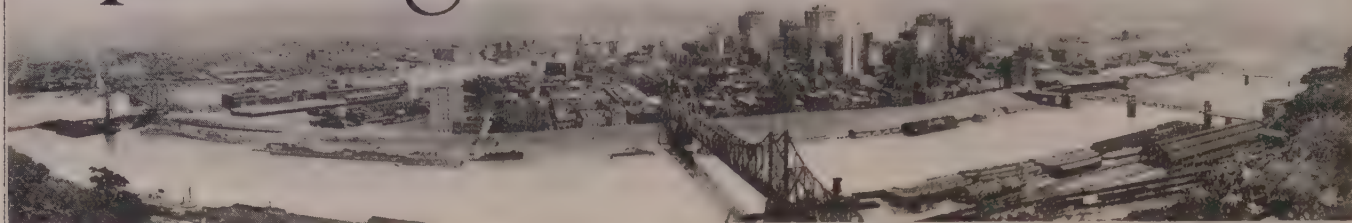
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Gregg & Son, J., wholesale brokers, grain, hay.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers.*
Baltimore Pearl Hmlyng Co., corn pdts.*
Blackburn & Co., C. P., grain recvrs., exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahey & Co. John T., gr'n receivers & expt's.*
Hammond, Snyder & Co., Inc., receivers, expt's.*
Hax & Co., G. A., grain, hay, seeds.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Robinson & Jackson, gr. com. merchants.*
Steen & Bro., E., grain receivers and exporters.*
Wack & Co., Henry E., grain, hay, feeds.*

BEAUMONT, TEX.

Archer Brkg. Co., W. R., grain broker.

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., brkrs. of country grain.
Slick, L. E., grain.*
Worth-Gyles Grain Co., cash and future grain.*

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, com'n.*
Jaquith, Parker, Smith & Co., wheat barley millo.*

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
Burns, Berend J., grain and feed merchant.
Burns Grain Co., grain commission.*
Churchill Gr. & Seed Co., recvrs., shippers.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevtr. Co., consignments.*
Gee-Lewis Grain Co., grain consignments.*
Harold, A. W., grain, barley a specialty.
Irwin, Dudley M., barley.*
McCennell Grain Corp., commission merchants.*
Kennedy & Co., Chas., wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Taylor & Bourlique Co., grain merchants.
Urmston Grain Co., grain commission.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.

Halliday Elevtr. Co., grain dealers.*
Magee-Lynch Grain Co., grain.*
Thistlewood & Co., grain and hay.

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford-Matthews Co., grain and grain pdts.*
King Wilder Grain Co., grain shippers.*

CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission mchts.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commiss'n merchants.*
Bartlett-Frazier Co., grain merchants.*
Bennett & Co., Jas. E., commission merchants.*
Brennan & Co., John E., grain commission mchts.*
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Edwards Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Hoit & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
Logan & Bryan, options, cash grain.*
Lowitz & Co., E., grain commission.*
McKenna & Rodgers, commission merchants.*
Mayer Holbrook & Co., grain commission.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.*
Pope & Eckhardt Co., grain and seeds.
Bress & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.

CHICAGO (Continued).

ReQua Bros., wheat a specialty.*
Rosenbaum Bros., receivers, shippers.*
Rosenbaum Grain Co., J., grain merchants.*
Rothchild Co., D., receivers and shippers.*
Rothschild Co., Moses, receivers and shippers.*
Runsey & Company, grain commission.*
Sawers Grain Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Udpike Grain Co., consignments.*
Ware & Leland, grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, grain, feed, hay and straw.*
Brouse-Skidmore Co., grain, hay, feed.*
Early & Daniel Co., grain, hay, feed.*
Perin Bros., want corn.*
Mutual Commission Co., hay, grain and feed.*

CLEVELAND, O.

Grain and Hay Exchange Members.

Bailey, E. L., grain and millfeed.*
Cleveland Grain Co., The, receivers and shippers.*
Gates Elevtr. Co., The, recvrs. & shprs.*
Lake Shore Elevtr. Co., grain and feed.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Star Elevtr. Co., receivers, grain, hay, straw.*
Strauss & Co., H. M., recvrs., shprs. hay & grain.*
Union Elevator Co., The, grain and hay.*

DALLAS, TEX.

E. A. Johnson Co., grain & flour brokers.

DAVENPORT, IOWA.

Davenport Elevtr. Co., receivers and shippers.*

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain & hay.
Best & Co., J. D., buy and sell all grains.*
Crescent Flour Mills, The, wheat, corn, oats.*
Gallagher Grain Co., grain merchants.*
Great Western Alfalfa Mfg. Co., alfalfa products.*
Denver Elevator. We buy & sell grain & beans.*
Hungarian Flour Mills, wheat, corn, oats, etc.*
Kellogg Gr. Co., O. M., recvrs. & shprs.*
O'Donnell Grain Co., wholesale grain.*
Phelps Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grn. & Coal Co., wh't, corn, oats, rye, bly.*
Thompson Merc. Co., The W. F., wholesale hay.

DES MOINES, IOWA.

Anderson Co., D. L., grain merchants.*
Bartz & Co., W. H., grain merchants.*
Iowa Grain Co., receivers & shippers.*
Lockwood, Lee, grain, millfeed broker.
Marshall-Hall Grain Co., grain commission.
Mid-West Consumers Grain Co., grain merchants.*
Tower, C. A., grain broker.

DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., corn, oats, rye.*
Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., gr., hay congmts. a specialty.*
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain & hay.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

FRANKFORT, IND.

Frank & Co., William, grain brokers.

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HASTINGS, NEBR.

Elder, Fred W., whse, grain, hay and mill pdts.*
Koehler-Twiddle Elevator Co., grain dealers.*
Stockham Grain Co., E., whole grain & feed.*

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.*

HUTCHINSON, KANS.

Farmers Co-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Hausman-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hutchinson Grain Co., grain merchants.
Kelly Mig. Co., Wm., millers of hard wheat.
McClure Grain Co., J. B., buyers and sellers.*
Pettit Grain Co., L. H., grain merchants.
Reno Flour Mills Co., millers and grain dealers.
Rock Milling & Elev. Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
The Security Ele. Co., recvrs. shprs. milo, kafir.
Union Grain Co., grain merchants.

INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevtr. & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Bert A., strictly brkg. & com.*
Goldberg Grain Co., consignments.*
Hayward-Ritch Grain Co., grain commission.*
Hill, Lew, strictly commission.
Hoosier Grain Co., consignments only.
Kinney Grain Co., H. E., receiver and shipper.*
McCardle-Black Co., grain merchants.
Minor & Son, B. B., grain consignments solicited.
Montgomery & Tompkins, receivers and shippers.*
Urmston Grain Co., receivers & shippers.*
Witt, Frank A., grain commission & brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stockbridge Elevtr., trk. buyers, sellers, gr. & sds.
Wagner-White Co., trk. buyers-sellers, grain-feed.

KANSAS CITY, MO.

Board of Trade Members.

Addison Grain Co., consignments.
Armour Grain Co., grain buyers.*
Beyer Grain Co., consignments & mill orders.
Bruce Bros. Grain Co., consignments.*
Clay (Frank B.) Grain Co., hedging-mill orders.*
Christopher & Co., B. C., kafir, feterita, milo.*
Croysdale Grain Co., grain commission.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dilts & Morgan, consignments.*
Ernst-Davis Grain Co., commission.*
Federal Grain Co., receivers, shippers.*
Fisher Gr. Co., C. V., receivers & shippers of gr.*
Frisco Elevators Co., grain merchants.*
Goffe & Carkener, recvrs. and shprs. of grain.*
Hall-Baker Grain Co., consignments.*
Hinds Grain Co., The, receivers, shippers.*
Hipple Grain Co., feterita, kafir, milo.
Mensendieck Grain Co., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers & shippers.*
Morrison Grain Co., consignments.*
Nellis-Witter Grain & Mfg. Co., grain & feed.*
Norris Grain Co., grain merchants and exporters.
Orthwein Matchette Co., congmts., buying orders.*
Parker Corn Co., corn, oats, kafir, milo.*
Roehen Grain Co., E. E., consignments.*
Root Grain Co., consignments and futures.*
Scular-Bishop Grain Co., consignments.*
Shannon Grain Co., consignments.*
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twiddle-Wright Grain Co., consignments-futures.
Thresher Fuller Grain Co., grain commission.*
Vanderslice-Lynda Co., grain commission.*
Western Grain Co., shippers (a specialty).*

LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.*

LAKE VILLAGE, ARK.

City Feed Co., The, whsl. hay, grain & feeds.

LITTLE ROCK, ARK.

Board of Trade Members.

Cunningham Commission Co., gr., corn products.*
Darragh Company, hay, grain, mixed feeds.*
E. L. Farmer Co., brokers, hay, grain, mill feeds.
Munn-Burrow Brokerage Co., grain, hay, millfeed.*
George Niemeyer Grain Co., grain, hay and feed.*

LIMA, O.

Pollock Grain Co., buyer grain, hay, straw.*
Riddle & Co., T. P., hay and grain.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., recvrs.-shprs., grain.*
Edinger & Co., grain, hay, flour, ...

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker, commission merchant.*
Buxton, E. E., broker and commission merchant.*
Davis & Andrews Co., grain dealers.*
Hasenwinkle Co., H. J., consignments.
U. S. Feed Co., grain, hay, millfeed.*

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. F., grain and seed.*
Franke Grain Co., feeds, grain, hay.
Godfrey-Blanchard Co., grain receivers.*
Kamm Company, P. C., barley and rye.*
Quinn Shepherdson Co., receivers & shippers.
Rankin, M. G., & Co., grain and feed.*
Rialto Elevtr. Co., grain receivers and shippers.*
Taylor & Bournique Co., grain merchants.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Banner Grain Co., grain receivers.
Benson, Stabeck Co., grain commission.*
Cargill Commission Co., grain commission.
Carter, Sammis & Co., grain commission.
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.
Dalrymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.
Getchell-Tanton Co., grain commission.
Godfrey-Blanchard Co., grain receivers-shippers.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Lewis & Co., Chas. E., consignments.*
Malinquist & Co., C. A., receivers & shippers.
Marfeld Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
Quinn-Shepherdson Co., receivers and shippers.
Scroggins Grain Co., corn and oats.*
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats & screenings.*
Wernli-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.
Zimmerman, Otto A., barley and oats my specialty.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Steele Co., The J. H. W., gr. frt. brok. & forwarders.*

NEW YORK CITY.

Produce Exchange Members.

Bolle-Watson Co., Inc., receivers and exporters.
Brinard Commission Co., consignments.*
Blake, Thomas M., buyers—quote us.*
Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Morey, L. A., grain.*
Schwartz & Co., B. F., commission merchants.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.*
Cozart Grain Co., C. B., grain merchants.
Conyers Grain Co., grain merchants.*
Dustin Grain Co., grain, feed, seeds.*
Langenberg Bros. Grain Co., grain merchants.
Maney Export Co., grain merchants.
Marshall-Jacobson Grain Co., grain, feed, seeds.*
Mid-West Grain Co., grain commission.*
Okla. City M. & E. Co., grain merchants, millers.*
Rutledge Grain Co., commission merchants.*
Perkins Grain Co., W. L., commission merchants.*
Polson & Co., C. A., commission merchants.*
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.*

OMAHA, NEBR.

Grain Exchange Members.

Adams-Whyte Grain Co., consignments.
Beal Commission Co., consignments a specialty.
Butler Welsh Grain Co., grain merchants.*
Cope & Kearney, grain commission.
Crowell Elevator Co., receivers, shippers.*
Dawson Grain Co., grain merchants.*
Holmquist Elevator Co., receivers and shippers.*
Kern Co., brokers and commission merchants.*
Maney Grain Co., The, consignments.*
Merriam Commission Co., consignments.*
Miller Wilson Grain Co., receivers and shippers.*
Nye Schneider Fowler Grain Co., consignments.*
Omaha Elevator Co., receivers, shippers.*
Roberts Grain Co., Geo. A., grain merchants.
Rothschild Grain Co., corn and oats.*
Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.*
Udike Grain Co., consignments.*
Vanderslice Lynds Co., consignments.*

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.*
Bowman & Co., Geo. L., grain commission.
Buckley & Co., grain and seeds.*
Cole Grain Co., Geo. W., receivers and shippers.*
Conover Grain Co., E. B., grain commission.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Grier & Co., T. A., grain commission.*
Harwood-Young Co., grain commission.*
Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.*
McCreery & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. O., grain commission.*
Mueller Grain Co., receivers and shippers.*
Slick, L. E., consignments solicited.
Turner Hudnut Co., receivers and shippers.*
Ting Grain Co., commission merchants.*
Warren Commission Co., consignments.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., E. L., flour, grain, feed.*
Lemont & Son, E. K., hay, grain, millfeed.
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Smith, Monroe A., grain and feeds.*
Taylor & Bournique Co., grain merchants.*
Young & Co., S. H., wheat, corn, oats.

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.*
Geddel & Leubin, grain and hay.
Hardman & Heck, grain, hay, millfeed.*
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros. & Martin, grain and hay.
McCague, R. S., grain, hay.*
Taylor & Bournique Co., grain merchants.*
Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PORTLAND, ORE.

Albers Bros. Mfg. Co., millers and exporters.
Globe Grain & Mfg. Co., grain, hay and feed.*
Kerr, Gifford & Co., Inc., grain exporters.*
Northern Grain & Warehouse Co., grain exporters.*
Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*
Ryer Grain Co., wheat, corn and oats.
Stephens-Smith Grain Co., grain and bag dealers.*
Tri-State Terminal Co., general grain and bags.*

PUEBLO, COLO.

McClelland Mcl I. & R. Co., grain, hay and feed.*

RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain.

SEATTLE, WASH.

Albers Bros. Mfg. Co., millers and exporters.
Lilly Co., The Chas. H., seed merchants.*
Pacific Grain Co., grain exporters.*
Ryer Grain Co., wheat, corn and oats.*
Tri-State Terminal Co., general grain and bags.*

ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., buyers and shippers.*
Gordon Commission Co., T. P., gr. dealer and broker.*
Great Western Grain Co., buyers and sellers.*
Holdridge Grain Co., receivers and shippers.*
Aunt Jemima Mills Co., A. J., hominy feed.
Marshall Hall Grain Co., consignments solicited.*
McKee Lindley & Dunn Grain Co., commission.
Mid-West Grain Co., pure soft wheat.*
Sloan Simmons Grain Co., consignments.*
St. Joseph Hay & Grain Co., grain merchants.*

ST. LOUIS, MO.

Annan Burg G. & M. Co., flour, grain, millfeed.*
Dreyer Commission Co., feeding stuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkner Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Ichtertz & Watson, grain, seeds and hay.*
Marshall Hall Grain Co., grain commission.*
Mason Hawpe Grain Co., grain merchants.
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Teasdale Com. Co., J. H., receivers and shippers.*
Toberman, Mackey & Co., grain, hay, seeds.*
Turner Grain Co., grain commission.

SIOUX CITY, IOWA.

Board of Trade Members.

Button Co., L. C., grain commission.
Bailey, Walter H., grain merchants.*
Flenley Grain Co., grain and commission.*
King Elevator Co., receivers and shippers.*
McCaull Dinsmore Co., commission.*
Quinn-Shepherdson Co., grain commission.*
Rumsey & Co., receivers of consignments.*
Slaughter Burke Grain Co., receivers, shippers.*
Taylor & Bournique Co., grain merchants.*

TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.*

TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.*
King & Co., C. A., grain and seeds.*
Southworth & Co., grain and seeds.*
Wickenbiser & Co., John, grain receivers, shippers.*
Young Grain Co., grain receivers, shippers.*
Zahn & Co., J. F., grain seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*

TOPPENISH, WASH.

Preston Co., H. P., alfalfa meal, grain, hay, feedstuffs.

WICHITA, KANS.

Board of Trade Members.

Beyer Grain Co., consignments and mill orders.*
Blood-Pickering Grain Co., consignments, mill orders.
Clark Burd Grain Co., consignments.*
Clark Grain Co., C. M., all kinds grain and feed.
Craig Grain Co., J. W., consignments and mill orders.
Evans-Williams Grain Co., grain and mill feed.*
Groth, Samuel C., milling wheat and feed.
Hayes Grain Co., John, Okla.-Kan. wheat for mills.
Kansas Flour Mills Co., receivers and shippers.*
Kansas Milling Co., millers and grain merchants.*
Kelly Grain Co., Edward, grain and mill feed.
Koch Grain Co., Geo., milling wheat.*
Kramer Grain Co., receivers and shippers.*
Raymond Grain Co., consignments.
Strong Trading Co., wholesale grain and feed.*
Wallingford Bros., receivers and shippers.*
Warwick Grain Co., "always have a bid."
Wichita Flour Mills Co., millers and grain merchants.*
Wichita Terminal Elev. Co., general elevator business.*

WINCHESTER, IND.

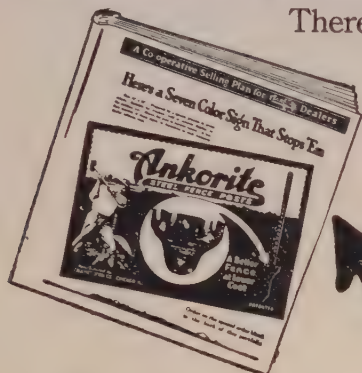
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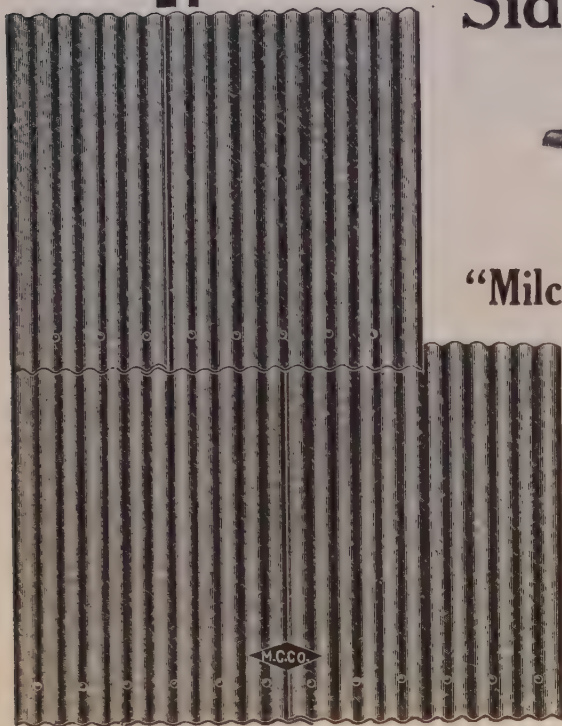
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NEW YORK CITY 50 Church Street, Hudson Terminal Bldg.	ST. LOUIS, MO. Morse Engineering Co., Chemical Bldg.
PITTSBURGH, PA. Westinghouse Bldg.	LICENSEES FOR EUROPE & EASTERN HEMISPHERE
SAN FRANCISCO, CAL. Monadnock Bldg.	The Westinghouse Brake Co., Ltd., 82 York Road, London, N.

Fire Proof Roofing Siding and Awnings



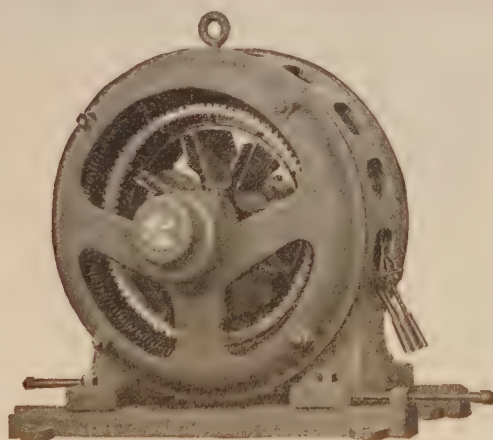
"Milcor" Sheet Metal Roofing

"Milcor" sheet metal roofing adjusts itself to expansion and contraction due to heat or cold. Made particularly for Grain Elevators, Mills and high buildings of similar character. Single or double curved awnings from 24 to 48 gauge—galvanized or painted.

Milwaukee Corrugating Co.
Milwaukee, Wis.

Branch at
Kansas City, Mo.

Minneapolis Sales Agency
929 Lumber Exchange



INDUCTION MOTORS

Of Rugged Reliability

Every motor occasionally operates under emergency conditions. Perhaps it must carry a sudden or heavy overload. On occasions it must perform its regular duty under circumstances where failure would mean a serious delay, or a loss of product exceeding by a hundred times the cost of the motor.

Because of their rugged construction and ability to meet these emergency conditions, Allis-Chalmers Motors are specified by discriminating purchasers.

Bulletin 1087-B tells about them.

Allis-Chalmers Manufacturing Company
Milwaukee Wisconsin

Offices in All Principal Cities

ACCOUNT BOOKS FOR GRAIN DEALERS

COMPLETE SET FOR \$5.00

A GRAIN RECEIVING BOOK (No. 12 AA).

Grain Register is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received. Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages or spaces for records of 4,000 loads. The book is well printed and ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

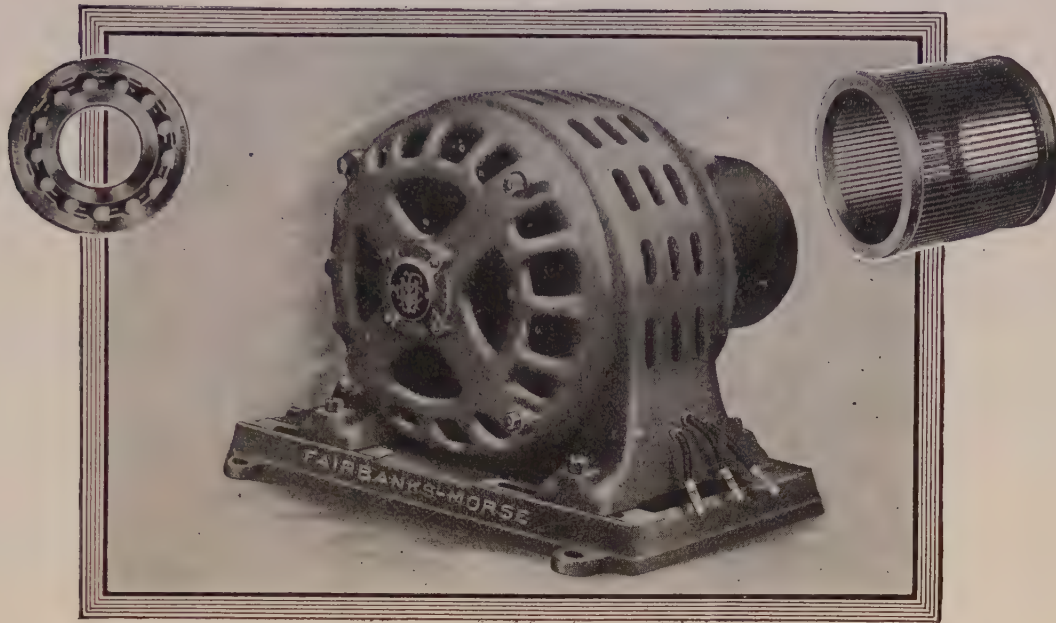
A GRAIN SHIPPING BOOK (No. 14 AA).

Sales, Shipments and Returns is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of over 2,200 cars, is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Weighs 3½ lbs.

GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.



Three Big Reasons Why This Motor is Mechanically Right

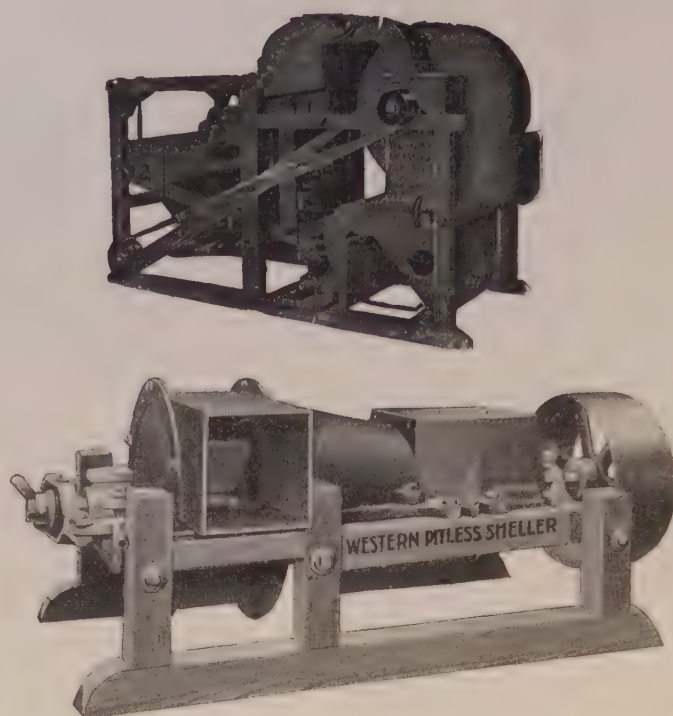
Note first the one-piece frame. Its broad, husky feet are cast on. They are as rigid as Gibraltar when frame and base have once been bolted together. No ordinary abuse—no rack and strain of starting loads—not even the constant grind of shafting out of line—can harm a motor with a one-piece frame like this.

Add to its rugged construction the fact that this sturdy motor has self-aligning ball bearings and you will gain a conception of its freedom from friction losses. Then too, its oversize high-carbon steel shaft still further insures long life.

But it is in the rotor that we find Fairbanks-Morse engineering efficiency carried to perfection. For this rotor is of jointless construction and is one solid piece of metal. End rings are cast on, uniting the ends of the rotor bars into a rigid whole, electrically and mechanically perfect. Immensely strong.

Fairbanks, Morse & Co.

MANUFACTURERS CHICAGO



ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

UNION IRON WORKS, Decatur, Ill.

Where Reliability Counts--

The flour mill or grain elevator requires of a motor the ability to perform smoothly and continuously for years or to accomplish a severe task in a few hours.

Westinghouse Type CS motors are of proved reliability and will meet the requirements of your mill because your conditions have been given consideration in their design. The use of these motors assures you

steady operation at high efficiency and enables you to economize on building construction. This will also give your employees better light with improved working conditions and will enable them to do work with greater confidence.

Our nearest office will furnish further particulars upon application:

Westinghouse Electric & Manufacturing Co.

East Pittsburgh, Pa.

Sales Offices in All Large American Cities.



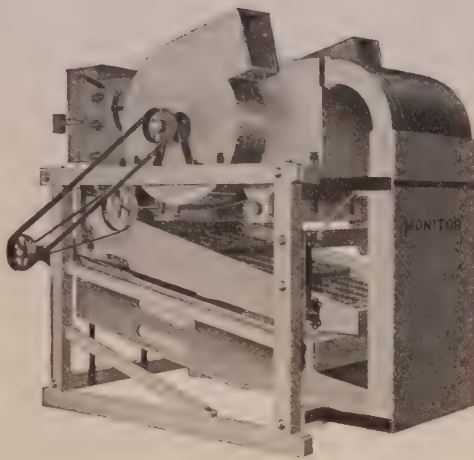
*Westinghouse Type "CS" Motor
Driving Grain Elevator.*

*Westinghouse Type "CS" Motor
Driving Conveyor.*

Westinghouse

Just What You Need!

It Shortens Your Cleaning Time



One of our Best Sellers.
Read Why.
Then Write Us.

The
Monitor

Combined Corn and Grain
Cleaner is a sure winner
for the man using it.

Always ready without change for two grains. A movement of a lever changes the stream to the other shoe where the proper screens are ready and waiting. No mixing—no screens lying around under foot—no time wasted hunting and changing screens.

HUNTLEY MFG. CO.

Silver Creek, N. Y., U. S. A.

Tilsonburg, Ontario Canada

HALL SPECIAL LEG

A machine is a synthetical arrangement of properly constructed and adjusted parts.

The **HALL SPECIAL ELEVATOR LEG**

is a *transportation machine*, designed for commercial purposes. It is operated automatically on economical lines for maximum capacity of minimum expense and care.



100%

is gained by its use. ONE HALL SPECIAL WILL DO more work; do it in less time; and do it infinitely better with less attention than TWO OTHER LEGS of ordinary types. It is wiser to use a MACHINE for accomplishment rather than to plod with contrivances.

More work, better work, absolute efficiency.

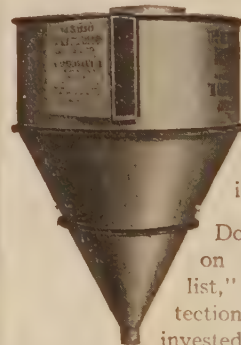
HALL SIGNALING DISTRIBUTORS

Less cupola space occupied. More bin space utilized. More convenient, more durable. No repairs, no mixing grain.

Write for particulars and test of users

Hall Distributor Company, 222 Railway Exchange Bldg., Omaha, Nebr.

**WHEN EVERY AGENCY FOR
SAFETY OPERATION SAYS
"DO AWAY WITH DUST"
IT'S TIME THAT YOU LISTENED TO REASON—**



The hundreds of thousands of dollars lost through dust explosions would equip every elevator in the country.

Don't be the next on the "Blow up list," but for the protection of the money invested in your business investigate our product.

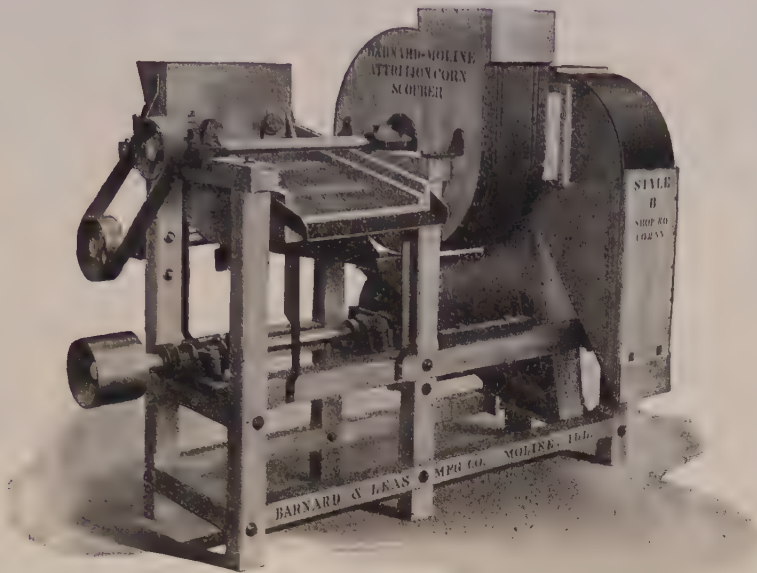
The New "1905" Cyclone Dust Collector

THE FACTS ARE MIGHTY
INTERESTING

The Knickerbocker Co.
JACKSON, MICH.

WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.



Barnard Moline Attrition Corn Scourer

Scouring Corn Without Waste

is making a mild assertion compared to the actual efficient results being obtained from this wonderful machine by a large number of millers. It actually scours and cleans the corn without fracturing and damaging, and thus wasting the tender, starchy and most valuable end of the kernels of corn, which are damaged and wasted when scoured with machines of the revolving beater type.

The degree of scouring is fully controllable by means of an adjustable, automatic, valved outlet. The interior revolving, agitating mechanism gives each kernel of grain a rapid, rolling or revolving motion. The friction of the corn against itself and against the walls of the case removes all adhering foreign substance as well as black caps and the hard, woody tips.

Write today for Bulletin 15-2 for Full Details.

Everything complete for your elevator from pit to cupola at "Direct to you from Factory" prices. Orders promptly filled.

BARNARD & LEAS MFG. CO.

MILL BUILDERS AND

MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





“Hamilton Made”

When Equipping New or Rebelting Your Elevator

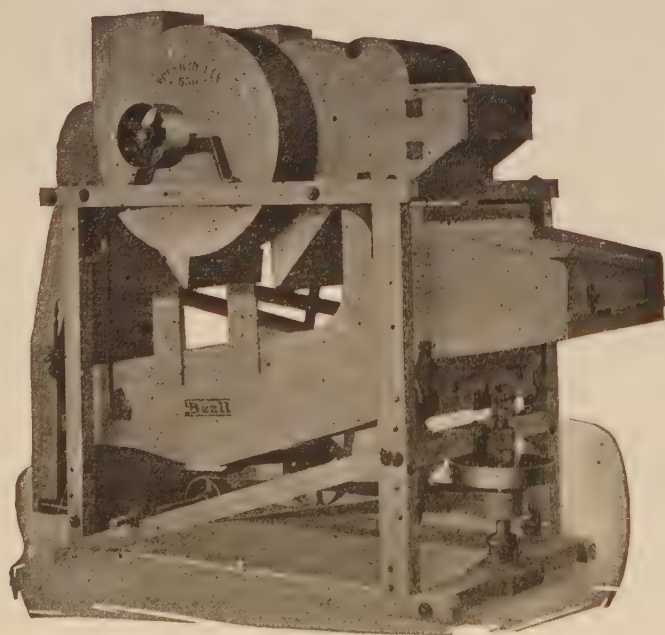
Investigate and Buy “Hamilton Made” Rubber Belts. There are two standard brands: INVINCIBLE for Cleaners, Shellers, Clippers, Separators, Feed Mills, Car Pullers, Engine and Motor Drives. LAKEWOOD for Legs and Conveyors. *Write for particulars.*

HAMILTON RUBBER MFG. CO., 218 No. Wells Street, CHICAGO

FACTORIES: Trenton, N. J.

BRANCHES: New York and Philadelphia

The Beall Grain Separator



A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.

Beall
THE MARK OF QUALITY

The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.

Beall Improvements Co., Decatur, Ill.

MUTUAL

America's Greatest

TRUCK

A Heavy-Duty Grain Truck

Equal to extreme conditions of load and road.

Built 50% oversize, with a large excess of power and strength.

*One of the highest priced trucks on the market,
yet the cheapest in its ton-mile performance.*

MUTUAL 2 ton with solid tires
2½ ton with pneumatic tires

Fully equal to other high-class 3 ton and 3½ ton trucks in engine power, general proportions and carrying capacity.

America's Greatest Truck

because built from the greatest units that the industry has developed and because these parts are engineered and assembled with such skill and care that its action is more that of the high priced, heavy, silent-running **passenger** car than of a "freighter."

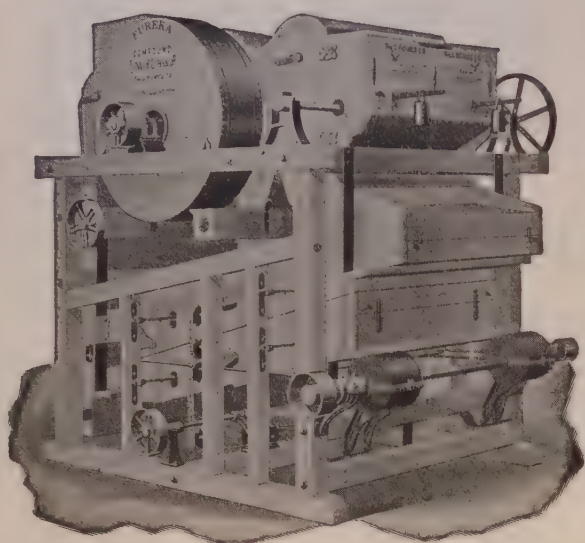
Its endurance is guaranteed not only by the great size and strength of its parts but especially by the scientific manner in which road and load stresses are taken care of, its provisions to insure proper lubrication and its fool-proof and abuse-proof **control** features such as are found in no other one truck at any price.

BUY ONE "MUTUAL"

Put it in your hardest service, and let it make its own place in your esteem.

Send for our Super-Specifications; and let all your truck-wise friends and advisers check them, item by item, against the specifications of the best and highest priced trucks on the market.

MUTUAL TRUCK COMPANY, Sullivan, Indiana, U. S. A.



Ask someone who owns one

From a purely
"RESULTS-DELIVERED"
 standpoint no machine
 quite compares with the
"SERVICE-FULL"
"EUREKA"

It's a really-truly worth-more



GRAIN CLEANER



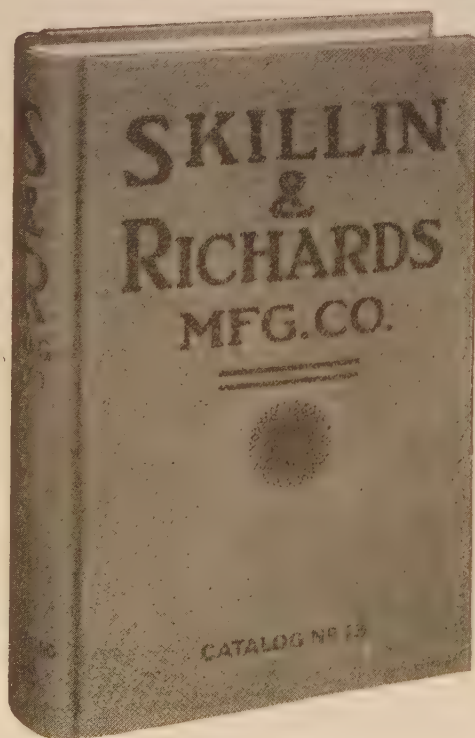
MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?

S. HOWES COMPANY, Inc.
 SILVER CREEK, N. Y.

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Be Sure Your Equipment Will Handle the Crop



WITH THE BIGGEST CROP
 in history in sight it is necessary for every elevator manager to be prepared.

There are ways of increasing your capacity:

- You can speed up your machinery.
- You can use larger buckets.
- You can enlarge your loading spouts.
- You can improve your dumps, etc.

Let us figure with you on such problems.
 Our Catalog tells all—It is FREE.

Skillin & Richards Mfg. Co., 4516-60 Cortland St., Chicago



Conveyor Belts

GRAINSTER

GRAINSTER — like every United States Rubber Company Conveyor or Elevator Belt — is built for the particular work it must perform.

Backed by the combined experience of five rubber belt factories, which manufactured the first belts ever produced for handling grain, GRAINSTER Conveyor Belts and GRAINSTER Elevator Belts meet every condition of service in the modern elevator.

GRAINSTER represents a distinct achievement in grain belts.

United States Rubber Company





HOW MANY TRIPS

to the top of your elevator do you make in the course of a year? Make an estimate, and then figure the amount of time and energy you are wasting if your house is not fitted with an easily and cheaply operated manlift.

The CONSTANT SAFETY MANLIFT

will eliminate this waste—and it will make the elevator and the elevator operator more efficient in every way. It is the easiest and cheapest operated manlift on the market, and the safest as well. The sheave over which the rope operates is fitted with ball bearings; the brakes are adjustable and positive in their action, and they work independently of each other. All material is carefully selected for the work it is to perform.

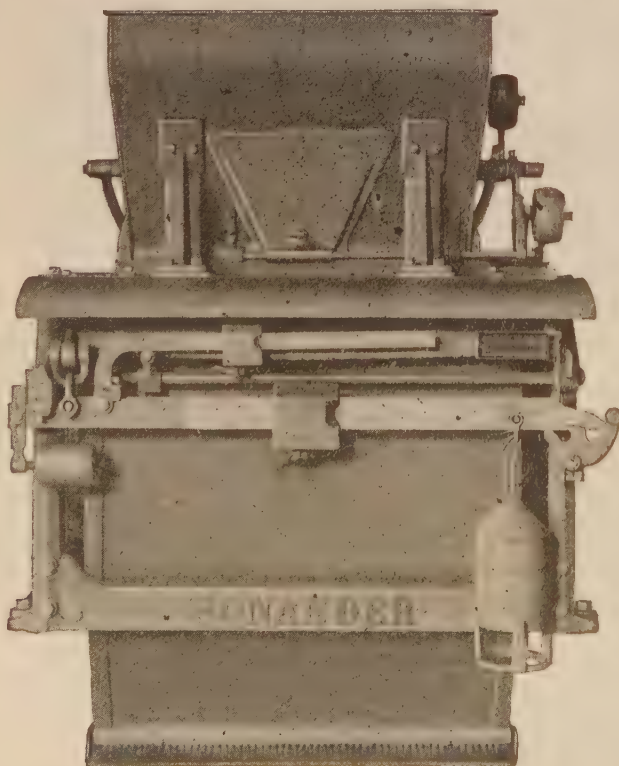
A manlift reduces the insurance rate.

Ask for our catalog of elevator machinery.

B. S. CONSTANT MFG. CO.

BLOOMINGTON, ILL.

Weigh Accurately



The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

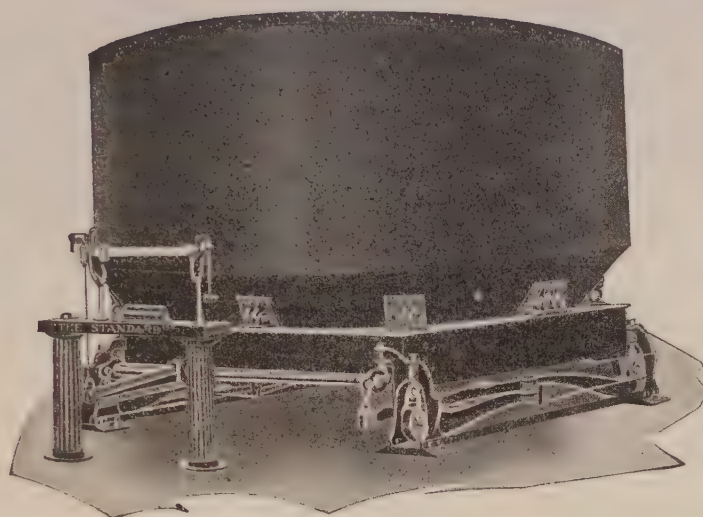
Howe-Sonander Automatic Scale

When buying a scale be sure to inquire and investigate this scale. Its simplicity and accuracy will suit your every purpose, and save money for you. Any of the offices below will be glad to give you complete information. Address the one nearest you.

Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.
ST. LOUIS, MO., 512-514 St. Charles St.
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.
For Washington, Oregon and Idaho Business, Address
Pacific Scale & Supply Co., Wm. Schweizerhof, Mgr., 46 Front St.,
PORTLAND, ORE., or 546 1st Ave. So., SEATTLE, WASH.

"The Standard" Scales For Grain Elevators

ACCURATE**DEPENDABLE****DURABLE**

The most important point about a scale is accuracy. The quality of accuracy is in-built in "The Standard" Scales. Every one must be right, for if a scale does not weigh accurately, it doesn't weigh at all, it only approximates.

"The Standard" Scales are guaranteed to be strictly high-grade throughout, both in materials and workmanship. The name—"The Standard"—is your guarantee of the very highest quality in scale construction.

Every type of scale used in Grain Elevators and Flour Mills is included in "The Standard" line—Portables, Hopper, Dormant, Wagon, Dump, Motor Truck and Railroad Track Scales.

Send today for our latest Scale Catalogue No. 70. If you mention the type of scale in which you are interested, we shall be pleased to give you full information regarding prices, etc. Address our nearest branch office.

The Standard Scale & Supply Company

1631 Liberty Avenue, Pittsburgh, Pa.

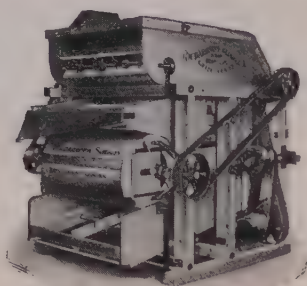
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523 Arch St.

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Baltimore
409 N. Gay St.



THE Dustless SIMPLEX

Changes the Drudgery and Personal Comfort of Grain Cleaning into A REAL PLEASURE

Richardson Grain Separator Co.,
Minneapolis, Minn.

Gentlemen:—The Simplex cleaner that we purchased from you in 1917 is a marvel of perfection. Since using same we have never had over one percent dockage in our wheat, and at least twenty percent of our wheat goes without dockage at the terminals.

We can clean Barley out of wheat with the machine in fine shape, and as for repairs, it is the most economical machine we have ever used. We often start our machine at six in the morning and never stop until eleven at night. It requires very little attention when run at the proper speed.

The side shake with variable speed and throw on the cleaning gang, together with the end shake on the seed screen, are great advantages over other cleaners, as the speed can be regulated while the cleaner is in motion, thus accommodating itself to the various sizes of the kernels and condition of the grain, and obviating the loss of time in stopping the machine for adjustment.

Yours truly,
THE MAHNOMEN ELEVATOR CO.
By J. M. Sluke.

Write for Free Trial Offer

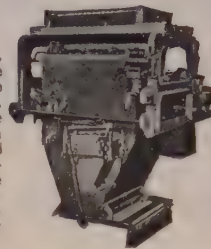
RICHARDSON GRAIN SEPARATOR CO.
Minneapolis, Minn. Winnipeg, Man.

RICHARDSON AUTOMATIC GRAIN SCALES

Self Compensating, Operating and Adjusting

Why

be satisfied with a Semi Automatic Scale when it is possible for you to own a Full Automatic? The Richardson is an Automatic that IS AUTOMATIC. It automatically does the things that other automatic scales require a human being to do.



The NEW Richardson is SELF OPERATING and SELF ADJUSTING. It weighs accurately free running grains of from twenty to sixty pounds to the bushel without change of adjustment.

Chicago, Omaha, Mpls., Wichita, Passaic, N. J.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price \$3.25

GRAIN DEALERS JOURNAL

305 So. La Salle Street

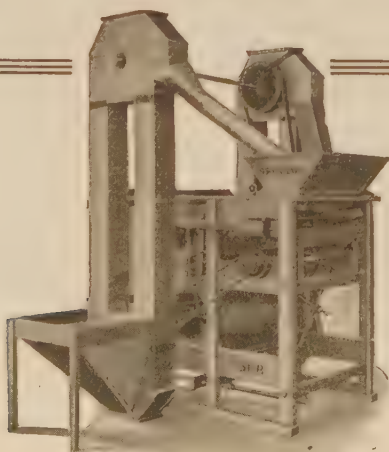
CHICAGO, ILL.

The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

STANDARD

you have embodied simplicity, economy and completeness. Write for our catalogue giving full particulars.

The International Mfg. Company
CRESTLINE, OHIO



What's Wanted?

The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the GRAIN DEALERS JOURNAL affords the largest and best medium to make your wants known.

Read what satisfied customers say:

"It pays to advertise in the GRAIN DEALERS JOURNAL. We have had several desirable replies to our Help Wanted ad."—Bloomington Mills, Bloomington, Ill.

"You need not insert our ad. again as we have found a boiler."—Hoerner Elev. & Mills Co., Lawrenceville, Ills.

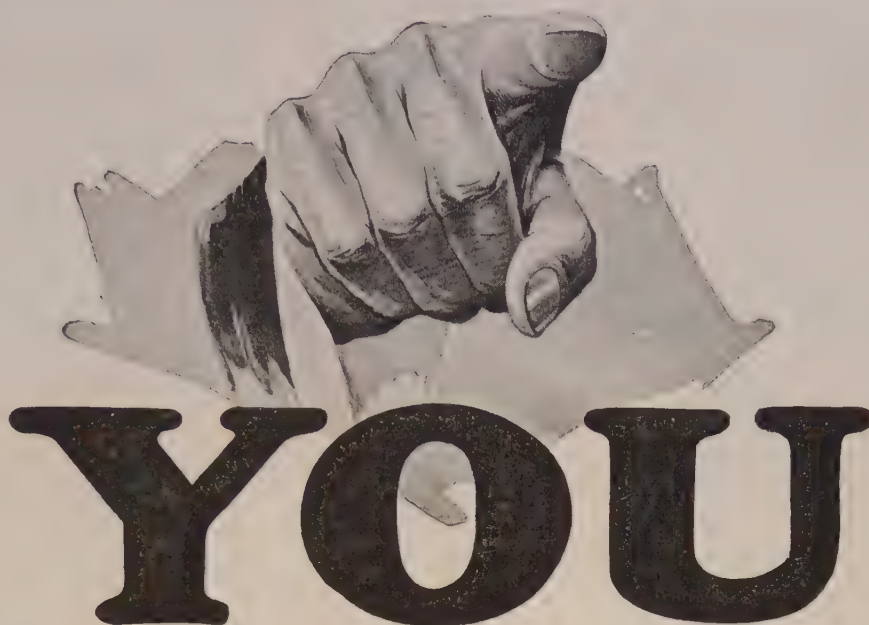
"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

Grain Dealers Journal

305 So. La Salle St.

CHICAGO, ILLS.



as a business man, Mr. Feed Dealer, know that the feed you sell to your customers must be satisfactory if you are to hold their patronage. You know, too, that the feed that best meets the feeding requirements of your customers is the best feed for you to handle. You are safe on both of these important points when you handle

SCHUMACHER FEED

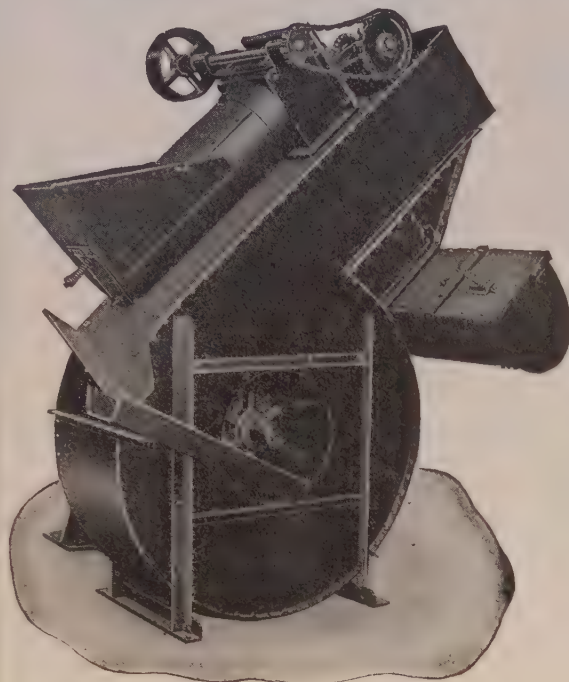
For years SCHUMACHER FEED has held its place well in the lead of all carbohydrate or maintenance dairy feeds. It is the choice of leading dairymen and feeders because it is a result producer—all other feeds in the world combined cannot equal the record held by SCHUMACHER FEED in the dairy world—32 World's Champion Dairy Cows have made their World's Records when fed Schumacher as part of their ration. BIG "Q" DAIRY RATION is a protein feed that has more than made good the dairymen's highest expectation—it is a DIFFERENT protein mixture—different because its protein content is the right kind, quality and variety. Fed with SCHUMACHER FEED it makes a combination you can recommend to your trade and it will bring them back FOR MORE.

Schumacher is also an ideal feed for hogs, horses and all young stock. It is an all 'round feed—a feed that best meets the requirements of all feeders.

If you are not handling Schumacher Feed and Big "Q" Dairy Ration now, you are overlooking the best business getter in the feed line. Write for our dealer helps—let us show you how we help you get the bulk of the feed business in your locality.

The Quaker Oars Company Address
Chicago, U. S. A.

A better way to handle **GRAIN** is the Bernert Way



WHY?

Because the Bernert way will save you money and make you money. With the Bernert Pneumatic Grain Handling Machines, whatever your grain handling problem today, will be no problem at all. The Bernert Pneumatic Machines handle all grain ahead of the fan; that's why there positively will be no grain damaged.

They are positively **NON-CHOKABLE**; that's why you will not have any trouble. They will at the same time they handle the grain, **MAKE BETTER GRAIN**. Let us tell you **WHY**.

Simplicity of installation and efficiency in operation, handling any problem, is for what the Bernert Pneumatic Elevators, Combined Elevators and Loaders, Conveyors, Portable Track-loaders, Car-loaders, etc., stand.

For further information, write for catalog to the

Bernert Mfg. Co.

491 12th Street

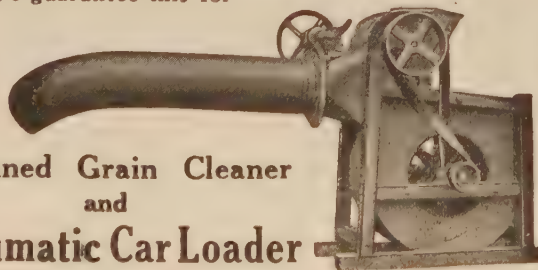
MILWAUKEE, WIS.

CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The
Combined Grain Cleaner
and

Pneumatic Car Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.

NEW BADGER SLIP PROOF SAFETY SPURS CAR MOVER



—the Slip-proof
Safety Spurs

grip edges of rail, where they have not been polished hard by wheels. This double grip insures against mover slipping and allowing operator to fall and break his arms or injure his face, as frequently happens with ordinary movers or crowbars.

**Try One 30 Days—
No Money in Advance.**

If you keep it, send us \$5.50, plus freight—if you don't we pay freight both ways and forget it.

For sale by leading jobbers everywhere. If yours can't supply you, order direct.

**Advance Car Mover Co., Appleton, Wis.
Canadian Advance Car Mover Co., Welland, Ont.**

KENNEDY CAR LINERS

Prevent Leakages

Avoid Claims

Saves Money

**Used by Thousands of
Progressive Shippers**

MADE BY

THE KENNEDY CAR LINER & BAG CO.

SHELBYVILLE, INDIANA

Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the dollar and fifty cents in your pocket.

Try Our Automatic Dump Controller

We believe this will be a big year in the Elevator Building Business, since the last year or so was given almost wholly to the repairing and remodeling of the old houses.



Since the closing of the War means the beginning of a New Era in the History of the World, so, also will the people be looking to the newest and best manner in which to handle their business. Therefore, when contemplating the erection of a new Grain Elevator, think what it means to have a perfect working dump and give your attention to making yours such.

There is no better way than by having it controlled by an Automatic device made expressly for this purpose. There are hundreds in use today giving satisfaction, and you can have this Service with little expense.

Drop a line to us and get full particulars regarding our AUTOMATIC DUMP CONTROLLER.

L. J. McMILLIN

525 Board of Trade Bldg. INDIANAPOLIS, IND.

CONE-SHAPE GRINDERS

IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." B. W. Watt, Jacobusburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.



Prevent CLAIM LOSSES with

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

6000 SHIPPERS

Are now using them.

Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President
617 Railway Exchange Bldg. CHICAGO, ILL.



The Van Ness Safety Roller Bearing Manlift

Is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.

Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

R. M. Van Ness Construction Company

Grain Exchange Building
OMAHA, NEB.

We Build Modern Grain Elevators



A KEWANEE Renewable Bottom Loading Spout

Saves Grain, Money, Time, Labor

Every experienced grain man knows that loading spouts wear only on the bottom side.

YOU have thrown away hundreds of dollars in grain spouts because of small holes. 98% of these spouts were still good. When small holes wear in the Kewanee, you don't have to throw away the spout. Just slip in new bottoms at a few cents each. Each section will outwear dozens of bottoms.

A Kewanee Renewable Bottom Loading Spout is a permanent improvement—the old style spout is always temporary. The Kewanee costs about the same as others, but will outlast a dozen of them.

Give us the size of your down spout and length of your present loading spout, and let us show you how to save. A rough sketch will help us. You will be under no obligations.



Kewanee Implement Co.

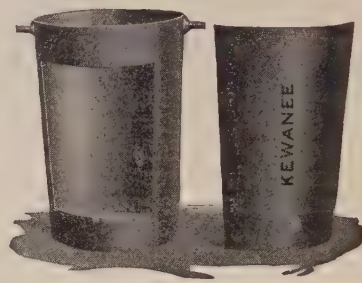
514 Commercial Street

Kewanee, Illinois

Distributors
Howe Scale Co. of Ills.
KANSAS CITY, MO.

Fairbanks Morse & Co.
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General Service & Supply Co., Minneapolis, Minn.

Section of
Kewanee
Renewable
Bottom
Loading
Spout



Pat. Pending

No Need to Scoop Grain in a Dirty, Dusty Car

"We loaded 1,800 bu. of corn an hour the day before Thanksgiving. We never have to get in a dirty, dusty car to scoop grain." Kenney Elevator Co., Kenney, Ill.

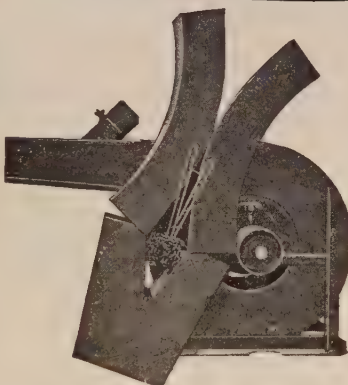
"Your Boss Air Blast Loader is giving the best of service." G. N. Falknor & Son, West Milton, O.

"We would not think of going back to gravity."

J. L. Baum & Son, Storms, O.

"You may ship us one of your Air-Blast loaders. We have investigated this thing pretty thoroughly. At Strawns Crossing we saw one in operation and it certainly was doing the work." Central Illinois Grain Co., Ashland, Ill. They have since bought SIX for six of their elevators.

We might go on naming user after user who has gotten away from loading troubles entirely by installing a Boss Air Blast Car Loader.



Every car loaded to full capacity without shoveling. Horse Power required from 4 to 12 Horse Power, depending upon speed and capacity desired. CANNOT injure the tenderest grain. Grades improved. We use no complicated feeding devices. Grain simply slides into blast of air. Quickly installed. 30 DAYS' FREE TRIAL.

Write for our two booklets—"\$60.00 A CAR PROFIT" and "BETTER PROFITS FOR YOU." They tell all about our full line both portable as well as stationary car loaders. These interesting booklets are free.

MAROA MANUFACTURING CO.,

Dept. G.,

Maroa, Ill.



"KLINGLER"

Is Automatic—
Simple—
Accurate—

Weights Grain as you
Count Money

"Simplicity Assures Accuracy"

KLINGLER MFG. CO.

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Protect your Shipments by using
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Write or mail coupon TODAY

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Send samples and full information how Edgar Seals are saving money for shippers.

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Style No. 6000
Corn Grading Balance

Corn Grading
Grain Moisture
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Special Scales for Special Purposes

Torsion Balances

— have —
No Knife-edges—No Friction—
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Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

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Torsion Balance Co.

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New York, N. Y. Jersey City, N. J.
Pacific Coast Branch
49 California St., San Francisco, Cal.

Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$3.25.

GRAIN DEALERS JOURNAL

305 So. La Salle Street CHICAGO, ILL.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912,

Of Grain Dealers Journal, published semi-monthly, at Chicago, Ill., for October 1, 1919, State of Illinois, County of Cook:

Before me, a notary public in and for the State and county aforesaid, personally appeared Charles S. Clark who, having been duly sworn according to law, deposes and says that he is the business manager of the Grain Dealers Journal, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Grain Dealers Journal, Incorporated, Chicago, Ill.

Editor, R. R. Rossing, Elmhurst, Ill.

Managing Editor, Charles S. Clark.
Business manager, Charles S. Clark, 7130 Princeton Ave., Chicago.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.):

Charles S. Clark, 7130 Princeton Ave., Chicago.

R. L. Morrell, 4200 Wilcox St., Chicago.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (if there are none, so state):
None.

4. That the two paragraphs next above giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only.)

CHARLES S. CLARK.
(Signature of business manager or owner.)
Sworn to and subscribed before me this 29th day of September, 1919.

DUNCAN L. BODEN,
(SEAL) Notary Public.
(My commission expires April 22, 1922.)

Have a Capable Feed Department

There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

If you are backed up by a good feed mill your persuasive powers will not be lacking.

You know what feed mill to install? Write and ask us.

J. B. EHRSAM & SONS MFG. CO.
ENTERPRISE, KANSAS

"Long Service" vs. "Price per Gallon"

When you buy paint do you buy on the "price per gallon" basis or the number of years of service the paint will give you?

The long-service paint will cost less in the end because it will save the labor-cost of frequent repainting.

DIXON'S Silica-Graphite Paint

because of its pigment flake silica graphite, will give many years' service under the most trying conditions.

It successfully withstands attack by acids, gases, dampness and other deteriorating agents.

For over Fifty years this paint has been made in First Quality only and has to its credit some remarkable records of long service in leading industrial lines.

Booklet No. 15-B will be of more than passing interest to you. It will show how your paint dollars can be made to last longer. Write for it today.

Made in JERSEY CITY, N. J., by the

Joseph Dixon Crucible Company

ESTABLISHED 1827

OTTO GAS and GASOLINE ENGINES

do away with the boiler plant and its expensive labor.

Then too, "OTTOS" do twice the work for the same volume of fuel—Gasoline and similar fuels have greater heat value than coal.

Full engineering data and other information will show you why over 100,000 "OTTOS" are now in use.

WRITE TODAY!

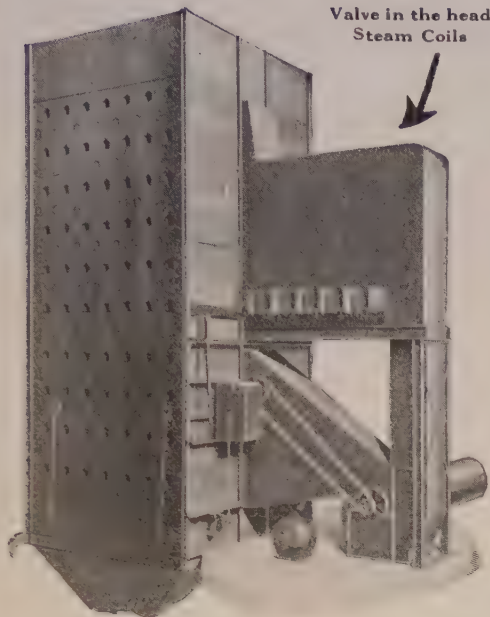
OTTO ENGINE MFG. COMPANY



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Chicago, Ill.

MORRIS GRAIN DRIERS



Valve in the head
Steam Coils

"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED
BUY AN AUTOMATIC MORRIS**

You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of
Direct Heat Driers**

THE STRONG-SCOTT MFG. COMPANY

"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

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IMPROVED DUPLICATING GRAIN TICKETS

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{4}$ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (200 pages) \$1.35

Form 19GT Triplicating (300 pages) 1.75

GRAIN DEALERS JOURNAL

305 So. La Salle St.

Chicago, Ill.

AS PIONEERS in the manufacture of rubber belting for elevating and conveying grain, we feel that we are in better position than other manufacturers to cater to the needs of grain elevator-owners. The world's largest grain elevator, many of the larger terminal elevators and scores of country houses use our Elevator Belting. It is warranted to run perfectly smooth and true on pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

New York Belting & Packing Co.

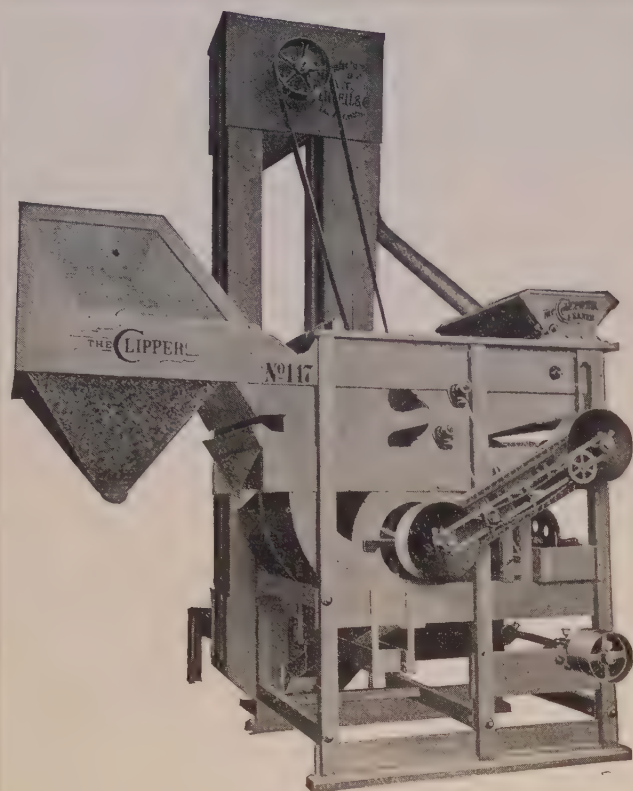


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NEW YORK

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2d Ave. N. and 3d Street
MINNEAPOLIS, MINN.

218-220 Chestnut Street
ST. LOUIS, MO.



No. 147 "Clipper" Cleaning Elevating and Sacking Outfit

This machine is equipped with our Traveling Screen Brushes which positively keep the screen perforations from clogging. It has settling chamber and dust sack for taking care of dust, light chaff, shrunken grain, etc. It has a double set of elevator heads, boots and legs. One set of elevators receives the Seed or Grain, elevates and discharges it into the feed hopper of the Cleaner. The other set elevates and sacks the cleaned seed or grain.

The Air Blast from the fan is absolutely controlled by the Variable Air Regulator with which we equip each of these machines. This enables us to make the most perfect air separations. In addition we give you the best selection of screens from the largest variety of perforated zinc and woven wire screens to be found anywhere.

Catalog and price list showing our full line on request.

A. T. FERRELL & CO.

- **Saginaw, W. S., Mich.**

Bauer
SCIENTIFIC

"Scientific" Motor Driven Attrition Mill
(Belt Drive if Desired)

Good Profit in Feed Grinding

You may perhaps be in position to make a very "good thing" of feed grinding in your Mill.

For this work the Bauer Scientific Attrition Mill is the machine that will serve you best. With its low power and lubricating cost, maximum capacity per horse-power hour and absolutely uniform work, it is a machine that you should investigate.

Built for Belt Drive or with Direct Connected Motors.

A new Catalog—No. 103—is just off the press. Ask for your copy.

THE BAUER BROS. CO.
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THE SCIENTIFIC

WHAT DO YOU NEED

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lightning Rods
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Bearings { Ball	Oat Bleachers
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Car Loader	{ Motors
Car Mover	Power Shovel
Car Puller	Rolls for Cracking Corn
Car Seals	Sample Envelopes
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Clover Huller	Scarifying Machine
Conveying Machinery	Self Contained Flour Mill
Distributor	Separator
Dump	Sheller
Dump Controller	Sieves
Dust Collector	Siding-Roofing { Asbestos
Elevator Leg	{ Steel
Elevator Paint	Silent Chain Drive
Feed Mill	Spouting
Fire Barrels	Storage Tanks
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Gravity Cleaner	Transmission Rope

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

SUCRENE FEEDS

The Feeds That Nourish The Stock

Bring Repeat Orders

Almost any feed can be sold to some stock raisers **ONCE**.

Sucrene Feeds are the "Come-Back-For-More" Feeds, because the quality is always there.

You have Sucrene reputation pulling for you all the time—the reputation that's based on 19 years of recognized leadership—more firmly established in the good will of the stock feeding world today than ever before.

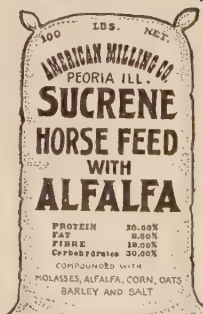
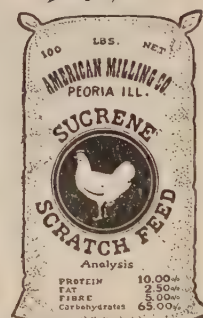
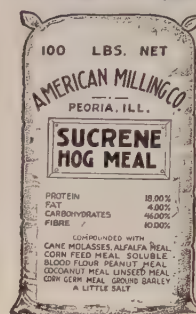
The Till Tells the Tale

Keep your mind's eye on the Sucrene Line. In the near future our big new mill—larger, more modern, than the one destroyed by fire recently—will turn out Sucrene Feeds of standard quality which will be offered to the trade at money-making prices. Due announcement will be made to the trade.

Send in your orders for Sucrene Poultry Scratch Feeds. We fill orders promptly on the full line. Address Main Office, Peoria, Ill.

American Milling Company

Main Office and Mills - - - Peoria, Ill.
Southern Mill - - - Owensboro, Ky.



MORE HUMPHREY SERVICE BELT ELEVATORS



than ever before are being installed all over the world.

SAVES--TIME--MEN--MONEY

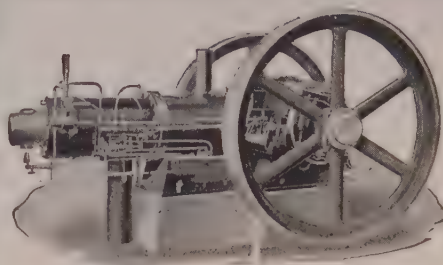
A necessity in any mill or elevator with two or more floors. Quickly conveys men and sacks of grain or flour from one floor to another.

SPEEDS UP PRODUCTION, enabling your men to do more work in the same time without useless waste of energy.

Write for Bulletin D-5 giving detailed information why the "Humphrey Endless Belt Route" means bigger profits to the owner.

If not made by Humphrey Elevator Co. it is not a "Humphrey."
The original standard belt man lift for 30 years.

HUMPHREY ELEVATOR CO., Sole Manufacturer
Fairbault, Minnesota



Real Power—

the kind that you can depend upon at all times is the kind of power you want. And you want this kind of power as cheap as you can get it. The MUNCIE OIL Engine for many years has been giving satisfactory service in hundreds of country elevators. It should be in yours. Here are a few

Reasons Why

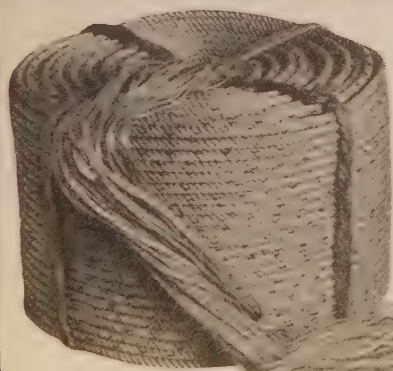
Lower Fuel Cost	Steadier Power
Closer Regulation	Greater Reliability
No Shut-downs	Fewer Repairs
More Power	Lower Upkeep

Write for proof of facts.

MUNCIE OIL ENGINE CO.

518 JACKSON STREET

MUNCIE, IND.



FROM MAINSHAFT TO HEAD

Specify AJAX TRANSMISSION Rope in your elevator. Designed especially for grain elevators, it is the best rope the most skillful workmanship can produce. Delays caused by broken transmission rope are expensive. Specify AJAX on your next job.

H. CHANNON CO.

Chicago, Ill.

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

SHIPPERS' RECORD BOOK No. 20

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 car loads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds and Balance.

Wide columns are provided for recording these facts under the respective heads.

Price, \$2.25. Address

GRAIN DEALERS JOURNAL

LaSalle Street - CHICAGO, ILL.

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES

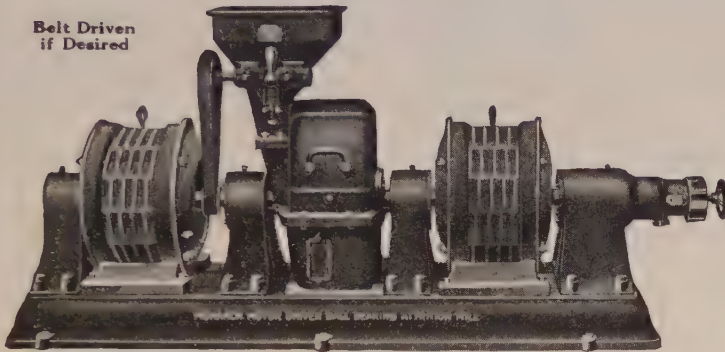
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WIRE WRITE PHONE O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

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*Designed and Built to Perform Satisfactorily
All Attrition Mill Requirements*

Belt Driven
if Desired



Years of experience in attrition mill building has enabled us to produce this "Monarch" of all Attrition Mills.

It, in your elevator, will pay big interest to you by

Saving Labor and Time

It is trouble-proof, delay-proof and has dust-proof bearings that require the minimum of lubrication and attention.

Write us today—now—for full particulars and descriptive catalog.

We have much interesting information about feed grinding that we will gladly furnish you.

Write for Catalog No. D115

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Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and hose sponge.

H. S. COVER
Box 464 South Bend, Ind.

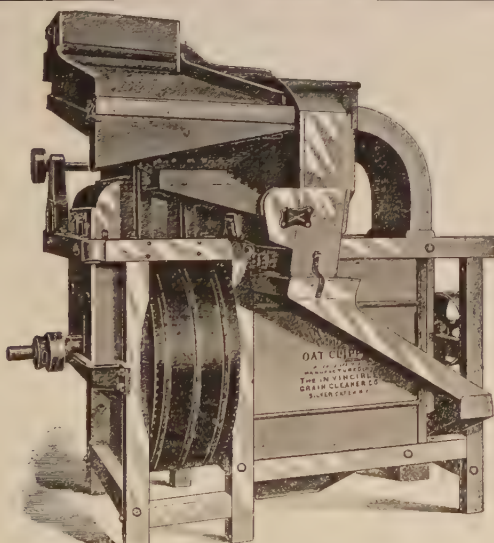


A Tester Wants a Job
in your plant. These clutches will save you money, power, time and trouble. Investigate today. A card brings our **Free Booklet**.

Decatur Foundry, Furnace & Machine Co., Dept. L, DECATUR, INDIANA

For Accurate Moisture Tests
use our Grain Dealers Air Tight Cans for forwarding your grain samples.

ST. LOUIS PAPER CAN AND TUBE CO.
ST. LOUIS, MO.



Clipping oats is a profitable venture. The higher price paid for clipped oats will soon pay for the CLIPPER.

The profits will be greater when an INVINCIBLE Oat Clipper is used for the work will be accomplished with less power and more economically otherwise.

Bulletin No. 25 describes the construction and operation.

INVINCIBLE GRAIN CLEANER COMPANY, Silver Creek, N. Y.

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DON'T DELAY BUILDING!

We give you QUICK ACTION

Builders of

Grain Elevators, Alfalfa Plants
and Coal Pockets

WOOD or FIREPROOF CONSTRUCTION

Younglove Construction Company

412 United Bank Building SIOUX CITY, IOWA



A Reliance Elevator

is economical and efficient in operation because it is correctly designed and properly constructed.

For years we have studied carefully the needs of the grain trade, progressing constantly with developments in engineering and construction, and we know how an elevator should be built to give complete satisfaction.

We build them that way.

Ask us for particulars on the house you plan to erect.

Reliance Construction Co.

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320 MERCHANTS EXCHANGE
ST. LOUIS, MO.

DESIGNERS AND BUILDERS OF
CONCRETE AND WOOD ELEVATORS
CORRESPONDENCE SOLICITED

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Grain Elevators Driers Coal Chutes
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Mills and Warehouses
Especially Designed for Economy of
Operation and Maintenance
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Your Individual Needs
are respected when your elevator
is designed and built by
W. H. CRAMER CONSTRUCTION CO.
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Write for Details of Our System

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EFFICIENT ERECTING CO.

We make plans and build up-to-date
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right, my eighteen years experience
is at your command.

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MINNEAPOLIS MINNESOTA

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Designers and Constructors of
GRAIN ELEVATORS

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Must first attract, then interest, and
finally convince. Keep advertising and
the country shipper will give you the
preference.



R. E. Jones Co., Wabasha, Minn.

We have the most complete
organization in the Northwest
for the construction of

**GRAIN and COAL
ELEVATORS**

T. E. Ibberson Company
MINNEAPOLIS, MINN.



GRAIN ELEVATORS, MILLS, STORAGE

22 years in one line. 1200
successful plants. We have
built in every state in the
union except 5 and these 5 do
not use elevators. Our service
is available.

BURRELL ENGINEERING & CONSTR. CO.

Webster Bldg. - - - - - CHICAGO, ILL.
Security Building, KANSAS CITY, MO.




**REINFORCED CONCRETE
GRAIN
ELEVATORS**

**STORAGE BINS
AND
MILL BUILDINGS**

DEVERELL, SPENCER & CO.

**GARRETT BLDG.
BALTIMORE-MARYLAND**



**HOLLOW TILE
ELEVATORS**

Fireproof, no upkeep,
indestructible. Guaranteed.
Built with
American Flint Tile
**COST LESS THAN
CEMENT OR WOOD**
Special Construction. Plans
and estimates furnished free.

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Omaha Kansas City
Sioux City Des Moines
Oklahoma City St. Louis

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Form 89 S.W.C. is endorsed by leading shippers associations. Especially adapted for use in connection with claims for Loss of Weight in Transit. Each ticket gives the following information:

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Printed in two colors of ink and numbered in duplicate. Seventy-five originals on Goldenrod Bond paper and 75 duplicates on tough pink manila. Well bound with heavy hinged press-board covers so book will open flat. Three sheets of carbon paper.

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Large or Small
Millikin Building DECATUR, ILL.

HICKOK Construction Co.
MINNEAPOLIS & SPOKANE **ELEVATORS**

W. C. BAILEY
Contracts and Builds
Modern Grain Elevators
We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg. Let us show you.
433 Range Bldg., OMAHA, NEBR.

A. G. BOGGESS
Builder of
GRAIN ELEVATORS
and Coal Pockets
Phone F. 282 P. O. Box 166
DECATUR, ILL.

Put Your Name

where everyone identified
with the grain trade will
see it and keep it there.

THAT IS IN THE

Grain Dealers Journal
OF CHICAGO

White Star Co.
WICHITA, KAN.

**BUILDERS of
Good Elevators**

WRITE US ABOUT THE
PLANT YOU HAVE IN MIND

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

GEORGE HOWARD
Grain Elevator Repair Specialist
LA GRANGE, ILL.
Old elevators made almost new at lowest prices.
New elevators either wood or concrete given
special attention. Let us know your needs.



Patented

JACKS
For Lifting Concrete Forms

12 Years of Service

Over 4,000 in Use

NELSON MACHINE CO.
WAUKEGAN, ILL.

THE SYKES COMPANY

930 West 19th Place, Chicago
**MAKERS OF
FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated
iron, either painted or galvanized. We
make Patent Cap Roofing, Roll Cap Roofing,
"V" Crimped Roofing, Metal Ceilings, etc.,
etc.

We make a specialty of

**Corrugated Iron and
Metal Roofing
For Grain Elevators**

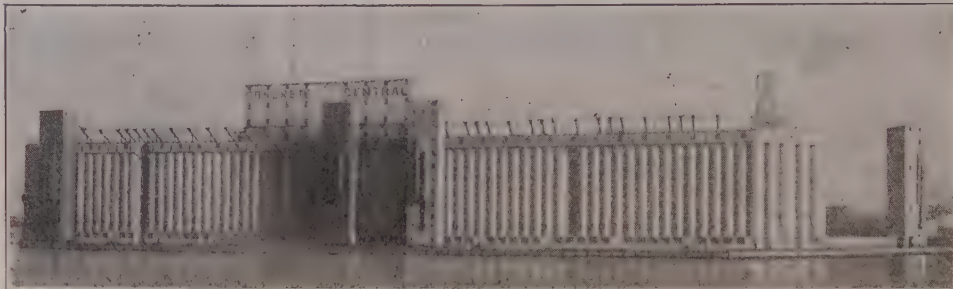
And take contracts either for material alone or job completed.
Write us for prices. We can save you money.

Monarch Built Elevators

assure you economical design, first class work, efficient operation.

SATISFACTION

Let us Submit Designs and Prices



Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO., BUFFALO, N. Y.

THE MOST MODERN ELEVATOR IN THE WORLD

Now in course of construction at Canton, Baltimore, Md., for the Pennsylvania Railroad.

JAMES STEWART & CO., Inc.

Capacity
5,000,000 Bushels

Designers and Builders
GRAIN ELEVATORS

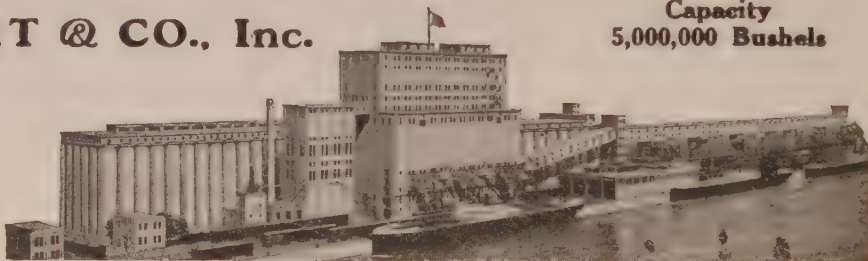
IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT.

15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager



GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT Port Arthur, Ontario

FOR

The Grain Growers' Grain Company, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The James Richardson & Sons, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William, Ont., Duluth, Minn., Minneapolis, Minn.



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

Write us for Estimates and Proposals



Elevator No. 2

**Manchester Ship
Canal Company**

Manchester, England

1,500,000 Bushels

John S. Metcalf Co., Ltd., *Grain Elevator Engineers*

54 St. Francois Xavier Street
MONTREAL, CANADA

108 South La Salle Street
CHICAGO, ILL., U. S. A.

395 Collins Street
MELBOURNE, AUSTRALIA

125 Strand
LONDON, W. C., 2, ENGLAND

FEGLES CONSTRUCTION CO.,

FORMERLY FEGLES-BELLOWS ENGINEERING CO., LTD. LIMITED

ENGINEERS—CONTRACTORS

GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE
AND EXECUTE CONTRACTS ANY-
WHERE. GRAIN ELEVATORS, MILLS
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.



The 1,250,000 Bushel

C. & N. W. Elevator

at

Council Bluffs, Iowa

is the latest acknowledgment of our
capabilities as Grain Elevator Engineers
and Constructors.

WITHERSPOON-ENGLAR CO.

1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof
MILLS AND ELEVATORS



Say!
This is Fun

Any operator on a UNION SPECIAL Filled Bag Closing Machine will tell you that he is having fun in closing four times as many bags as he did when he sewed them by hand.

And, at the same time he is saving money for his employer in bag and twine costs.

We shall be glad to go into details and explain the possibilities of this wonderful equipment.

**UNION SPECIAL
MACHINE COMPANY**
422 N. Franklin Street. CHICAGO.

The Common Verdict

C. W. STONER & SON
Grain, Lumber, Coal
Iroquois, South Dakota

August 22, 1919.

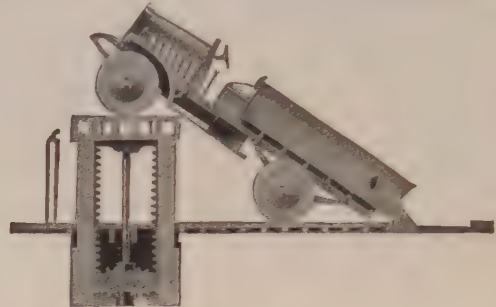
Trapp-Gohr-Donovan Co.,
Omaha, Nebr.

Gentlemen: Enclosed please find check in payment for your Auto Truck and Wagon Dump.

We want to say that this dump is one of the greatest inventions for the Grain Man and Farmer that has ever been invented. We could not get a carpenter and so we went to work and put it in ourselves.

Yours truly,

C. W. Stoner & Son



You'll say so, too
Write for particulars

TRAPP-GOHR-DONOVAN CO.

1125 North 22nd Street

OMAHA, NEBR.

CONFIRMATION BLANKS

Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

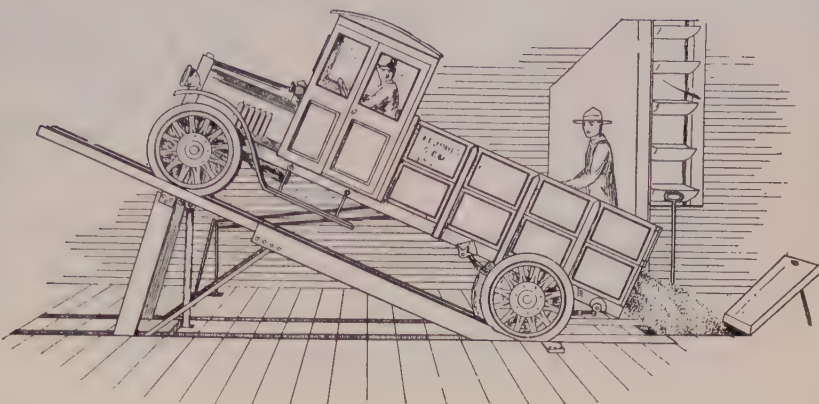
The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order form No. 6 CB, Price 90 cts.

GRAIN DEALERS JOURNAL
305 S. La Salle Street
CHICAGO

Moffitt Automatic Truck Dump



IS GUARANTEED when properly installed

- to operate SMOOTHLY.
- to be a PROFITABLE investment.
- to require NO POWER to operate (which means the saving of practically one man's time.)
- to handle any load up to TEN TONS.
- to unload Trucks with GREATER EASE than you unload wagons on your present equipment.
- to unload Trucks as QUICKLY as you unload wagons.
- to LAST AS LONG AS YOUR ELEVATOR itself will last.
- to be FREE FROM EXPENSE OF UPKEEP from use during life of Elevator.
- to be just as SAFE AND DEPENDABLE as any modern WAGON DUMP.

It can be installed in ANY ELEVATOR OR MILL AT A SMALL EXPENSE.

YOU DO NOT PAY

for it until you have TESTED IT OUT and KNOW, as we do, that it will DO THE WORK PROPERLY.

We Guarantee That You Will Like It

Automatic Truck Dump Company
502 Grain Exchange Bldg. OMAHA, NEB.

Globe Combination Auto
SIMPLE - RELIABLE
 (SPENCER PATENT)

--SHOULD BE IN EVERY

---because it will dump automobile truck, wagon or sled

---because it can be installed on any make, type or size of scale.

---because the "dump-within-a-dump" feature enables us to operate both with one power cylinder.

---because it is not necessary to start the elevator power every time a load is dumped--the storage tank holds sufficient air to unload a pit full of grain--then while elevating the grain the tank may be recharged.

---because power cylinder can be shifted backward or forward and either section raised or lowered slowly or speedily by the simple manipulation of valves and control lines located on scale room or on the work floor.

The time has arrived when a dump truck is a necessity in every elevator.

A dump that will accommodate auto trucks, and fit any make or size of scale is a necessity and Wagon Dump will do all this and do it easily and cheaply.

The platform is "a-dump-within-a-dump" and outside section dumping auto trucks, the rear section tilting power cylinder can be instantly shifted to dump inside it is desired to raise.

This dump is operated entirely by one power cylinder, chains, or complicated machinery to get out of fix. It can be installed inside or outside of the elevator. The compressor is in elevator--connections are easily made, no matter how out of order--easy to install--positive in operation.

YOU CAN DEPEND ON A GLOBE COMBINATION AUTO DUMP

HERE'S WHAT USERS SAY

STICKNEY CO-OPERATIVE UNION
 STICKNEY, S. D.

We think that it is the best combination dump out. The writer has seen and investigated different kinds and this is the best in our judgment, and if you wish any testimonials we will give them.
 F. C. ZEMBLICKS, Mgr.

FARMERS ELEVATOR CO.
 JEFFERSON, S. D.

With both trucks and wagons it has worked out in fine shape. The first day it was installed we put through 107 loads of grain, of which 12 were trucks.
 C. J. BROWN, Mgr.

Globe Machinery
 Des Moines, Iowa

Truck & Wagon Dump

PRACTICAL

ELEVATOR

that will unload auto

ons and sleds as well as
advantage—The Globe Auto Truck
ently.

dump.” The forward
le section dumping wagons. The
ne socket bearing of either section

mpressed air--no gears,
orage tank may be placed anywhere
located adjacent to any drive shaft
these are located. Nothing to get

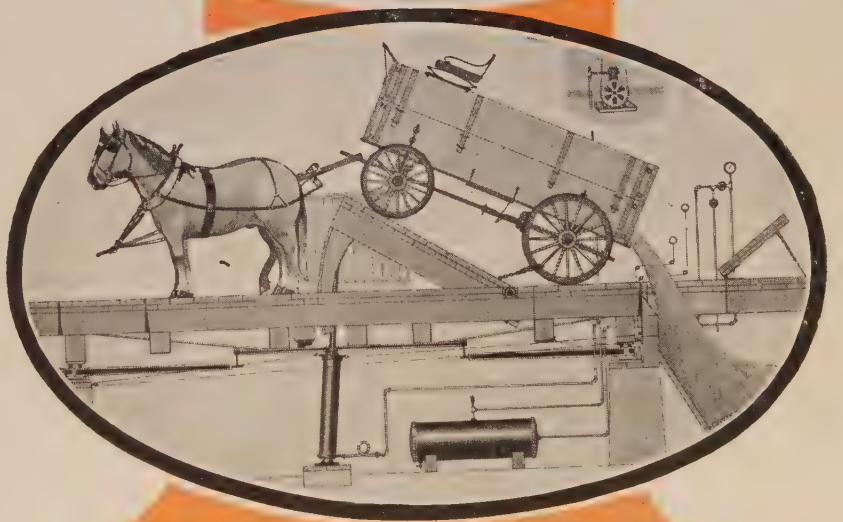
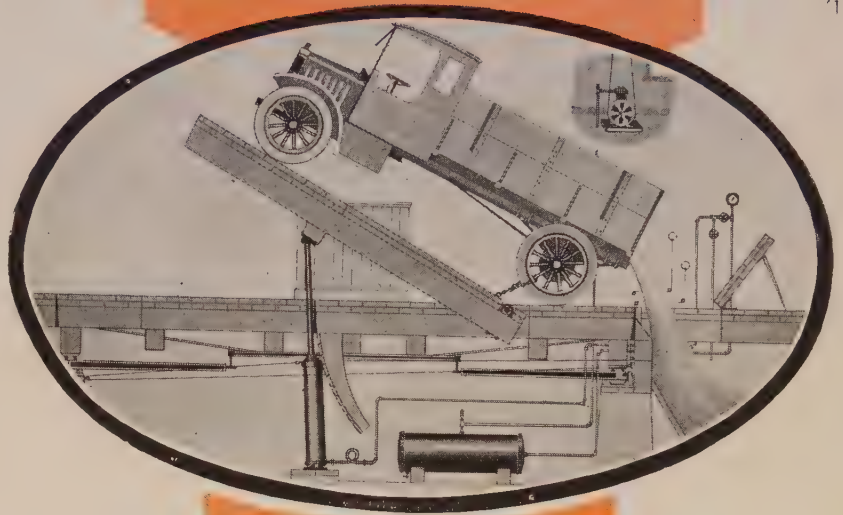
TRUCK AND WAGON DUMP IN EVERY WAY

ABOUT IT:

PLANKINTON FARMERS ELEVATOR CO.
PLANKINTON, S. D.

en using a Globe Combination Auto Truck and
o since December, 1918. and have found it entirely
We have taken in over 100,000 bu. of grain over
loads from sleds, wagons and trucks. We can
loads of grain in as short a time as wagon loads
ed by any make of wagon dump. The cost of op-
ump is small, as the only expense we have had so
ricating oil for the compressor. We cheerfully
this dump to all elevator men looking for a truck
C. A. EARL, Mgr.

d by
Supply Co.
Ia.



WRITE FOR PRICES-- give us the type of scale you have and
we will send blue prints showing a
Globe Combination Auto Truck and Wagon Dump installed.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

NEBR. ELEVATOR for sale, where the crops are all made and fine. Address: Bargain, Box 7, Grain Dealers Journal, Chicago.

30,000 BU. ELEVATOR for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

GRAIN ELEVATOR and Lumber Yard in central Iowa for sale. Write for particulars to Perry, Box 3, Grain Dealers Journal, Chicago.

ELEVATOR and Coal Business in north central Iowa, located in good grain territory and doing good business. Address Bell, Box 12, Grain Dealers Journal, Chicago.

THREE CENTRAL ILLINOIS elevators for sale. Will sell together or separately. All located in the best grain section. Address: Main, Box 4, Grain Dealers Journal, Chicago.

25,000 BU. CRIBBED elevator, coal shed; flour, feed and wood business for sale in So. Central Minn. Only 2 elevators in town. Address: Bert, Box 7, Grain Dealers Journal, Chicago.

40,000 BU. ELEVATOR in good corn and oats section of Indiana for sale. Only those who want a good proposition need answer. Address: Indiana, Box 5, Grain Dealers Journal, Chicago.

FINE, NEW and strictly modern grain elevator in Decatur district, Ill., for sale. Nothing better in the state. Price right. Address: Value, Box 7, Grain Dealers Journal, Chicago.

ELEVATOR AND COAL business for sale in good Iowa town of 1200 inhabitants. In good running order; a good money maker for a hustler. Address: M, Box 7, Grain Dealers Journal, Chicago.

AN OHIO county Elevator handling 300 cars of grain, hay and merchandise for sale or exchange for town property or farm. Price \$4,500. Address Right, Box 8, Grain Dealers Journal, Chicago.

TWO GRAIN ELEVATORS AND FEED MILL doing a fine business for sale. Handle grain, seeds, flour and mill feeds. A fine chance for a hustler. For particulars write W. W. Little, Tipton, Iowa.

10,000 BU. CAPACITY ELEVATOR for sale. Shipped over 70,000 bu. of wheat this season. Located on P. C. C. & St. L. R. R. Good switch. Practically all new machinery. This is a good point for feed trade, coal, etc. Cash or part cash. Address: Far, Box 7, Grain Dealers Journal, Chicago.

Do you want the name and address of the man who should be working for you? Try an ad in the "Help Wanted" columns of the Journal.

ELEVATORS FOR SALE.

25,000 BU. elevator on the Rock Island R. R. in Okla. for sale. Also 150 bbl. Flour Mill located on the Rock Island west of Hutchinson. Write the Marion Land Mtg. & Inv. Co., Hutchinson, Kans.

14 BIN CRIBBED Elevator, only \$2500. Liberal terms. Excellent location. Electric power and lights. A-1 condition. It is a snap. Located at Marshall, Wisc., on C., M. & St. P. Ry. Address: D. V. Hales, Station "A," Milwaukee.

25,000-BU. CAPACITY ELEVATOR AT MAX. N. D. International line of machinery goes with the deal. Big grain point and good machine business. Price \$12,000. Cash \$7,000, balance terms. Address Ernest Balsukot, Plaza, N. D.

GENERAL ELEVATOR and feed business for sale. 1st class attrition feed grinder in connection. Also handle coal, farm machinery, fencing, building supplies, etc. No competition. Excellent business. Address: Field, Box 8, Grain Dealers Journal, Chicago.

FOR SALE OR LEASE—8,000-bu. capacity elevator, with good farm implement business. Advancing years and death in the firm makes it advisable to sell. Good grain locality. Good business. For complete information apply to Alex Verdoot & Co., Bonnot's Mill, Mo.

YOU MAY BE MISSING SOMETHING If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

ILLINOIS ELEVATOR for sale. 90 miles from Chicago. Handles from 400,000 to 500,000 bus. of grain annually; one competitor; in good town with good churches and schools. An excellent opportunity for hustler. Address Silver, Box 8, Grain Dealers Journal, Chicago.

30-35,000 BU. CRIBBED elevator for sale in N. W. Iowa. Large territory and best of competition between the 2 elevators here. No farmer elevator. Large crop of corn and oats to handle this fall and winter. Elevator in A-1 shape. Address: H, Box 6, Grain Dealers Journal, Chicago.

35,000 BU. capacity, all electrically equipped elevator and coal sheds for sale. Excellent flour and feed business. Located in north central Iowa in the heart of the grain belt. Good oats and a bumper corn crop to handle this winter. Write for details, price and terms, addressing: Good, Box 8, Grain Dealers Journal, Chicago.

ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

ELEVATORS FOR SALE—Write to Julian L. Buckley, Elevator Broker, David City, Nebr.

IF YOU WANT to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

"We have sold the elevator. The first reply to our WANT AD was a buyer." McGregor, Iowa

I am glad to say that the Grain Dealers Journal is the best I take, and I would not do without it.—R. J. Mitchell, Lewistown, Mont.

PARTNERS WANTED

PARTNER wanted. Someone thoroly familiar with dealing direct with farmers and who wants to invest \$15,000 in live prosperous S. W. Milling Co. and take charge of grain dept. and country elevators. Address Partner, Box 7, Grain Dealers Journal, Chicago.

ELEVATORS WANTED.

WILL BUY well located central Illinois elevator. Address: W. H. Foote, Tuscola, Ill.

ELEVATOR WANTED. Send description and price. C. C. Shepard, Minneapolis, Minn.

ELEVATORS WANTED to buy within 150 miles of St. Joseph, Mo. Give full particulars in 1st letter. Address: W. C., Box 7, Grain Dealers Journal, Chicago.

15 OR 20,000 BU. elevator wanted in Northern Ind. or N. E. Ohio. Full details requested 1st letter. Address: Hoosier, Box 8, Grain Dealers Journal, Chicago.

YOU CAN SECURE a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

ELEVATOR WANTED, that is located in central Ill. Prefer one located within 30 miles of Springfield, Ill. Give full particulars and price. Address C. V. Coyne, Macon, Ill., Box 97.

30 TO 50,000 BU. elevator wanted. Located in eastern Ill. or western Ind. and doing a good business. Address, giving full particulars to Dale, Box 8, Grain Dealers Journal, Chicago.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employes needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

BUSINESS OPPORTUNITIES.

IF YOU are desirous of obtaining more capital for the extension of your business; if you have land or realty to exchange for an elevator; if you have money to invest in the grain business, make known your desires in the "Business Opportunities" columns of the Grain Dealers' Journal.

BROKERS WANTED

STRICTLY COUNTRY BROKER Wanted. One in Mo. and one in Iowa to buy corn and oats for us on a brokerage basis. Address: Corn and Oats, Box 8, Grain Dealers Journal, Chicago.

SEED CODE WANTED

COPY OF AMERICAN Seed Trade Association Cipher Code WANTED. Address: Paris, Box 8, Grain Dealers Journal, Chicago.

TYPEWRITER WANTED.

L. C. SMITH TYPEWRITER Wanted. Must be a late model and in good condition. Address, giving full particulars and price, Machine, Box 8, Grain Dealers Journal, Chicago.

Under **SITUATIONS WANTED** you will find a capable manager, grain buyer or traveling solicitor. The man who has enough push to advertise his services in a high class trade journal is the kind of a man you want.

SITUATIONS WANTED.

AS MANAGER of elevator. Prefer Ind. or Ill. 5 yrs. experience. Married. Can give bond for any amount. Address: Bond, Box 7, Grain Dealers Journal, Chicago.

AS SOLICITOR for grain firm. Traveled Ill. 4 years; 6 yrs. in country grain, 1 yr. private wire business. Age 31, single. Solicitor, Box 8, Grain Dealers Journal, Chicago.

AS MANAGER, accountant or grain buyer by man thoroughly experienced in milling and grain business. Married. Address: Accountant, Box 7, Grain Dealers Journal, Chicago.

AS MANAGER of Country Elevator, 15 yrs.' experience in Grain, Feed & Coal. Good book-keeper. Married. Prefer Iowa or Minn. Address: West, Box 4, Grain Dealers Journal, Chicago.

AS MANAGER of country elevator by young married man. Prefer Line Elevator. 6 yrs. experience. Can furnish best of references. Address: Line, Box 7, Grain Dealers Journal, Chicago.

AS MANAGER of Farmers' Elevator Co. Can handle lumber, grain and seeds. Am a judge of crop conditions. Experienced and best of references. Address: Lumber, Box 7, Grain Dealers Journal, Chicago.

GRAIN MAN, 15 YRS. experience buying and selling in car lots. Well acquainted in corn and wheat belts, also terminal markets. Single. Can travel or will locate. Address: Experienced, Box 8, Grain Dealers Journal, Chicago.

HUSTLING, experienced man wants situation as manager with a good country elevator company. Can handle side lines. No bad habits. Bond for any amount needed. Address: Energy, Box 7, Grain Dealers Journal, Chicago.

AS MANAGER of country elevator. 8 yrs. experience in grain, feed and coal. Good book-keeper. Employed at present as manager, but wish to change. Can give good references. Address: Manager, Box 7, Grain Dealers Journal, Chicago.

GRAIN AND HAY MAN experienced in buying and selling, also in management of elevator lines, wants position. Well acquainted in wheat and corn belt, also in Eastern and S. E. terminal markets. No objection to travelling. Address: Experienced, Box 5, Grain Dealers Journal, Chicago.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, and sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ AND USE THEM.

AS MANAGER of country elevator in Iowa or Ill. wanted: Farmers' or individual, no line company. Can handle all side lines and any kind of grain machinery. Can furnish the best of references. Good book-keeper. 34 yrs. old and married. Must be a man's size job, with a good future. Address: Capable, Box 7, Grain Dealers Journal, Chicago.

TRAFFIC MANAGER desires a position with a company which requires a competent man to handle its transportation problems. Have had 6 yrs. experience in R.R. and Industrial Traffic work. Thoroughly familiar with Interstate Commerce Commission rulings and grain rate adjustments, in official and southern territories. Address: Calhoun, Box 7, Grain Dealers Journal, Chicago.

Don't get "down in the dumps" and be discouraged because you have no position. What you need is a Journal Want Ad. There is a job for you and do not forget it. There is a job for every man of industry and good habits. The Journal reaches the man who is looking for you and tells your case to him. No other method is so good for getting a job in the grain line. No other method converts discouragement into encouragement so quickly.

MALE HELP WANTED.

EXPERIENCED GRAIN SOLICITOR wanted who is acquainted in Iowa. Address: Lake, Box 7, Grain Dealers Journal, Chicago.

EXPERIENCED CASH GRAIN MAN for terminal market wanted. Floor salesman and office work with large firm. Address: Buyer, Box 6, Grain Dealers Journal, Chicago.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employees needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

GOOD SECOND MAN wanted at once for one of the largest farmers' elevators of North Dakota. Good place to learn the farmers' elevator business. Steady job. Wages \$125 per month. Must be a hustler. Prefer a married man with some experience. Town of about 400 people with good 4 yr. course high school. Address: N. D., Box 8, Grain Dealers Journal, Chicago.

EXPERIENCED FOREMAN for Alfalfa and Mixed Feed Plant wanted, located in town in Eastern Wash. Want man well acquainted with the manufacturing of Alfalfa Meal and Mixed Feeds, and one who knows how to operate and keep up machinery. Want man used to wearing overalls. Give full particulars, credentials and salary expected in 1st letter. Address: Alfalfa, Box 6, Grain Dealers Journal, Chicago.

TARIFFS WANTED.

COPIES OF BURLINGTON TARIFFS No. 5400 A and No. 5600 A wanted. Will pay liberally for copies. Address: F. W. Elder, Hastings, Neb.

MACHINES FOR SALE.

FOR SALE—CHEAP.

One (1) Noyes 9x24 three pair high roller feed mill, all belt driven. Good repair except needs re-corrugating. Can be seen running. Price \$350.00.

Two (2) Poos Scientific, Style T Feed Grinders, good order, except need new grinding plates. Can be seen running. Price each \$95.00.

One (1) No. 8 Bowsher Feed Grinder. In good order except needs new grinding plates. Price \$85.00.

One (1) Nurdyke & Marmon Plantation Burr Mill. Needs repair—\$25.00.

One (1) Horizontal Tubular Steam Boiler, 52" in diameter, 14' long. In good order. Will pass boiler insurance inspection. Price \$600.00.

One (1) Horizontal Tubular Boiler, 64" diameter, 14' long. In good order. Full flush front. Will pass boiler insurance inspection. Can be seen under pressure. Price \$850.00.

One (1) 40 horse, right-hand automatic Atlas engine. Needs repairs. Price \$75.00.

One (1) 40 horse, left-hand plain Atlas engine. Needs repair. Can be seen running. Price \$90.00.

One (1) 35 horse, center crank Atlas engine. In good repair. Price \$150.00.

One (1) 40 horse, Lycoming engine. In good repair. Part of brasses missing. Good for electric light purposes. Price \$100.00.

One (1) No. 2 Cornwall Corn Cleaner. In good serviceable condition. Price \$125.00.

One (1) Self-dumping sack or package elevator, 37' over-all. All steel. Worm gear. Driven by Fairbanks-Morse motor. Can be seen running. Price, including motor, \$600.00.

These prices represent a saving of 60% to 75% on present cost price.

All prices f. o. b. Crawfordsville or equal rate point.

CRABBS REYNOLDS TAYLOR CO., INC.,
Crawfordsville, Ind.

MACHINES FOR SALE.

ONE No. 8 Bowsher Combination Mill for sale. Good as new. Price upon request. J. P. Shoemaker, Daleville, Ind.

TWO NO. 8 BOSS Car loaders complete with shafts and pulleys. Good as new. Address: A. H. Richner, Crawfordsville, Ind.

ONE 3 PR. High Noyes Roller Mill 9x30 rolls, 2 Le Page cut. One No. 16 Ferrell Seed Cleaner, 40 screens, 28x42. Address: Pyrmont Mills Co., Pyrmont, Ind.

ONE 25 BBL. Midget Mill, one 50 bbl. Midget Mill for sale. All kinds of new and used Mill machinery. Address H. C. Davis, Mill Machinery, Bonner Springs, Kans.

ONE 40 H.P. Boiler, one 15 H.P. Engine, one Boiler Tank (made out of Boiler Iron) 10 ft. x 3 ft., for sale. All in good condition, and at a bargain. Ames Grain & Coal Co., Ames, Iowa.

ONE ALLIS CHALMERS, 3 pair high, 9x30 Roller Mill for sale. 2nd Hand. Good running condition. Rolls need grinding and corrugating. Enterprise Utility Mfg. Co., 742 Webster Bldg., Chicago, Ill.

FOR SALE: BIG LOT of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiv'g Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elevtr. and milling line. A. D. Hughes Co., Wayland, Mich.

ONE 24 INCH Double Head Attrition Mill, Monarch make, for sale. Has split Bronze Bearings with chain oilers thruout. Mill recently overhauled and in 1st class condition, with new plates. First check for \$100 gets it. Enterprise Utility Mfg. Co., 742 Webster Bldg., Chicago, Ill.

THE UNION CITY ELEVATOR CO. of Union City, Ind., offer the following machinery for sale: 5 double stand Richmond Rolls, size 6-16. 1 Thomas McFeeley Co. Grain Feed and Blender. 1 Richmond Flour Packer. 1 No. 0 Richmond Bran Duster. 2 No. 1 Nurdyke & Marmon Purifiers. 1 No. 2 Grason scourer, 15 to 30 bu. per hour. 1 Plansifter, size 0 1/2. 1 24 in. by 7 ft. Richmond Roller Reel. 1 18 in. by 7 ft. Richmond Roller Reel. 1 Barnard & Leas Dust Collector. 1 Prinz & Rau Dust Collector. 1 Cyclone Dust Collector. 1 Roll Exhaust Fan with trunk. 17 stand elvtr. head and boot for 3-3 buckets. 1,000 ft. 4 in. cotton belting with 3 in. buckets. 1 Fairbanks Hopper Scale, 400 bus. capacity.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

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USED FREIGHT ELEVATOR wanted, 1 ton preferred. Must be in good condition. The Union City Elevator Co., Union City, Ind.

SECOND HAND No. 16 or No. 47 Clipper Grain Cleaner WANTED. Must be reasonable and fully equipped. Draper Bros., Red Lodge, Mont.

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TWO 25 H. P. International Mogul Engines in good shape for sale. Address: White Star Co., Wichita, Kans.

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20 H.P. FAIRBANKS Gasoline Engine for sale. Cylinder just rebored and fitted with new piston and rings. Price right if sold immediately. Maney Export Co., Oklahoma City, Okla.

ONE 16 H. P. Charter gasoline engine for sale, open jacket type. In good running condition. Friction clutch on drive. Installing electricity. Address: Uhl-Snyder Milling Co., Connerville, Ind.

1 F.M. TYPE M, 44 H.P. Oil Engine; 1 No. 2 Cast Hopper for No. 2 Western Corn Sheller; 1 50" Iron Pulley, 12" face, 2 5/16 bore; 1 four ton F.M. Wagon Scale for sale. Ask Davis Grain Co., Judyville, Ind.

TWO 3 1/2 H.P. CHARTER Gasoline Engines, as good as new for sale; also one 4 ton Howe 9x14 Platform Scale with Recording Beam. Used about 3 months. Make us a bid. J. A. Campbell & Son, Atlantic, Iowa.

ANY KIND, ANY SIZE, ANY PRICE gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

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ONE 40 H. P. International Gas and Oil Engine, operating grain elevator and feed mill, for sale. Can be seen running any time. Reason for selling: contemplating electrifying plant. Also one 16 H. P. Fuller & Johnson Gasoline Engine for sale. This engine needs to have the piston and cylinder ground. Address: Lodi Grain Co., Lodi, Wisc.

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30,000 CAP. HOPPER Scale, 25 H.P. Steam Engine and 30 H.P. tubular Boiler WANTED. All must be in good condition. Address: Box F, Rochester, Ill.

DYNAMOS—MOTORS.

35 H. P. GENERAL Electric Motor, Type KT, form B, 60 cycle, 3 phase, 220 volts, speed 1200; one No. 8 combination Bowsher Mill; 75 ft. 8 inch Leather Belting, for sale. Motor and Mill in A-1 condition. R. F. Roesler, Waseca, Minn.

TWO 5 H.P. Westinghouse Motors practically new. One 2 burner (gasoline) Hess Moisture Tester & Scales. 1—500 bu. Hopper Scale. Lot Belting, Cups, Boots, Pulleys, Shafting, etc. Can ship at once. Cole Grain Co., Peoria, Ill.

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SECOND HAND BAGS FOR ALL PURPOSES. Offices: N. Y., Pittsburgh and Utica. Utica Bag & Burlap Co., 438-40 Whitesboro St., Utica, N. Y.

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BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

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SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

OFFICE DESKS, Office and Store equipment for sale. Prices that are "RIGHT." Goods that are more than "RIGHT." Write for MAIL ORDER Catalogue. Wichita Store & Office Equipment Co., 147 N. Emporia Ave., Wichita, Kan.

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SEEDS FOR SALE.

TIMOTHY SEED on hand, for sale. Address: James F. Umpleby, Pana, Ill.

FIELD PEAS: Common, June, Chang, Oger-naw, Hidalgo. Ask for prices and samples. Edw. E. Evans, West Branch, Mich.

SEEDS WANTED.

CLOVER SEED WANTED. Mail samples and prices to Walter G. Trumpler, Tiffin, Ohio.

YOU CAN MAKE A PROFIT on the soy beans that are being threshed in your neighborhood. Send us samples for price or ask us for any information you need. O. M. SCOTT & SONS CO., 17 Main Street, Marysville, Ohio.

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WE ARE IN THE MARKET for good quality Domestic Sunflower. Submit samples—quote lowest price.

J. BOLGIANO & SON,
Baltimore, Maryland.

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ADDING MACHINE for sale. Also subtracts and divides. No errors. Designed especially for the grain dealer. Write for further information. Address: Cope, Box 7, Grain Dealers Journal, Chicago.

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Peppard Seed Co., J. G., wholesale seeds.
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Louisville Seed Co., clover & grasses.
Wood, Stubbs & Co., grass & garden seeds.

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MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., grass and field seeds.
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Doughten, Inc., H. W., grass & field seeds.
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Radwaner Seed Co., I. T., fld. & gr. seeds, ex. imprts.

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Philadelphia Seed Co., Inc., The, wholesale field seeds.

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Chesmore Seed Co., field seeds.

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Flower Co., The S. W., seed merchants.
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Handlers of everything in
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HARDY NORTHERN GROWN SEEDS OUR SPECIALTY

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RED CLOVER
WHITE CLOVER
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SWEET CLOVER
Send us Samples

Whenever you're in the market—to buy or to sell—in carload lots or less—it will always pay you to write to Kellogg.

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I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

**Grain Dealers Journal
Want Ad.**

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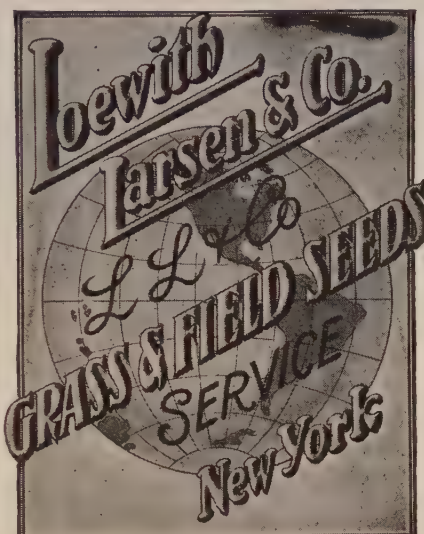
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We can offer D. E. Rape, Imported
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Sweet Clover, Alfalfa,
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MISSOURI BRAND SEEDS

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NEW YORK
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As pioneer in that field it initiated and developed many of the most economical and efficient methods which now obtain in the handling of grain and grain products.

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GRAIN DEALERS JOURNAL

Published on the
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Charles S. Clark, Manager

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THE ADVERTISING value of the Grain
Dealers Journal as a medium for reaching
progressive grain dealers and elevator men
is unquestioned. The character and number
of advertisements in its columns tell of its
worth. If you would be classed with the
leading firms catering to the grain trade,
place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, OCTOBER 25, 1919

GALVESTON grain men and elevator operators showed commendable enterprise in moving 2,000 cars of grain to the mainland beyond the reach of the rising waters 24 hours before the arrival of the forecasted Gulf storm.

FOUR REASONS why we should be careful to avoid fires and explosions in elevators are pictured in a pamphlet issued by the U. S. Grain Corporation. The reasons given are that property, life, food, and jobs should be conserved.

NEW CORN is grading so well everyone expects a heavy movement early. Much of the crop is so well cured it will give far better feeding results than for several years and go much farther than a four billion crop of waterlogged corn.

THE guaranteed price for wheat will expire June 1, and if country shippers with elevators full of wheat are given cars as frequently during the next seven months as they have during the last two months many will have to sell their holdings in the open market after the Government has withdrawn.

FORGED Bs/L recently enabled a St. Louis cotton broker to beat a local bank out of \$160,000. The railroads by continuing to give out blank order Bs/L to all comers encourage and assist sharpers to prey upon bankers, brokers and receivers. They should be numbered consecutively and issued only after the freight has been received. Then they should be signed in ink and stamped with the station's official dating stamp.

CLAIMS for grain door lumber supplied by country grain shippers should be presented to the Division Superintendent who alone has authority to settle them. As is pointed out by Mr. Coon elsewhere in this number, the railroad freight claim agent only has authority to settle loss and damage claims, so it is a waste of time to ask him to pay for grain door lumber.

MAX THELEN in his St. Louis address before the National Ass'n maintained that the railroads should have the right to change the shippers' routing. If one party to the contract for transportation is given the right to alter what he shall do, then the other party to the contract is fully entitled to the same right of change in his performance. Max is inclined to be onesided.

MANAGERS of country elevators as a rule fully recognize the great dangers of moving machinery. Some give it a wide berth and others erect guards to prevent the clothing of those who pass catching in it, a precaution free to all. A manager of a Kansas elevator was killed and a manager of an Illinois elevator was badly injured by a moving belt this month, yet handlers of others daily confront the same danger without hesitation or even that of guarding their lives and limbs from the unnecessary hazards of their plants.

TWO SHIPPERS met at the St. Louis convention and comparing notes found that the railroads were grossly discriminating in the car supply to their respective stations, in Missouri, 15 miles apart, and competing for grain from the same farms. One station on the Frisco had 9 cars and the other on the Missouri Pacific, had 42 cars for grain loading during the month of September. Now there are two Missouri shippers who refuse to be shown that government control or the permit system are worth a whoop.

METRIC SYSTEM propaganda emanating from a one-man organization calling itself the "World Trade Club" casts suspicion on the movement for the metric system. Do the present users of the metric system fear that the commanding financial position of the United States will displace them in the markets of the world? Is the San Francisco individual, who has expended \$100,000 for circulars, getting the money from the Japanese government in order that the clever Japs may confer upon us this doubtful blessing?

FREIGHT RATES are to be advanced by a so-called "readjustment" upwards by the carriers as soon as the roads are returned to private ownership, the Director-General at a conference with the executives at Washington last week having refused to sponsor an advance the benefits of which would accrue to the owners. As the proposed advance has its foundation in the increased cost of operation due to higher wages and h. c. of l. may it not be possible early in 1920 for the private owners to jog along on the present advanced rates by discharging useless employes and cutting down wages to correspond with a reduction in living costs that may be expected at that time?

AN ILLINOIS dealer who favors us with a number of news items regarding changes in grain elevator firms, writes: "There's lot of unrest among country grain elevator operators due to high prices and the unusual risks of the business." Our present system of confiscatory taxes, petty regulations and requirements of frequent reports are driving many small dealers out of business and encouraging large corporations to add many unnecessary items to their expense account. Business is trying to function under impossible conditions forced upon it by war scared law-makers.

EACH DAY additions are being made to the list of grain firms whose licenses have been revoked by the U. S. Grain Corporation and the wonder is that the number is not much larger. The war is over and the grain merchants being sick and tired of the endless train of rules, regulations and restrictions do not look with much regret on a new order cancelling their license to handle wheat. No dealer enjoys buying wheat according to the views of the grower and under the rules of the Wheat Director, so the number of grain dealers who will ignore the Grain Corporation's henceforth will rapidly increase. One of the latest firms to be favored with the revocation of its license is the Farmers Elevator Ass'n of Mound Ridge, Kan.

ANOTHER dust explosion is credited with the destruction of a Memphis elevator and warehouse. Immediately following the explosion the entire plant was enveloped in flames and the loss was heavy. If grain dust continues to prove such an active agent of death and destruction grain elevator operators will soon double the ventilation of all stories and fit many spouts with false screen bottoms so as to remove the dust from the grain and prevent its being scattered all about the elevator. While no one was killed outright by the explosion in the plant of the Riverside Storage Company one foreman was severely burned before he could get out. The danger of a dust explosion is lurking in every elevator, yours is no exception. Clean up and increase your safety.

DIRECTOR General Hines is prompted by a deficit of \$290,000,000 in the Government operation of railroads during the first eight months of this year to offer the services of his rate experts to the railroads for the purpose of estimating the "readjustment of rates" needed to place the railroads upon a paying basis when they are turned back to private ownership. So many advances in freight rates may be expected shortly after the Government lets go of the railroads to meet the extra expenses saddled upon them by unionism and inefficiency. The shipping public deserves to be protected from advances in rates on freight which it has offered for shipment prior to the advance becoming effective. Many country elevator men are now holding wheat and paying 7% interest on money, notwithstanding they have been trying for weeks to get cars. Inasmuch as many bot the wheat on a very narrow margin a small increase in the cost of marketing will wipe out all of their margin and some of their operating capital.

EXPULSION of one member of the Chicago Board of Trade this week should be sufficient notice to the public that the exchanges are living strictly up to the suggestions by the Food Administration limiting future trading in corn to 200,000 bus., as far as lies in the power of their directors.

ELEVATOR operators and in fact all persons directly interested in correct weights and the safe operation of grain handling plants will be much interested in our account of the conference of weighmasters and salesmen published in this number. The entire proceedings reflected such careful conscientious study of the intricate problems involved as to encourage the most dubious to hope for an early improvement in terminal weighing facilities and weights.

GRAIN DEALERS who have spent many weary hours making up useless reports for the Federal Trade Commission will be interested in the recent disclosures in the U. S. Senate. Many of the Commission's employees at Chicago have shown disloyal tendencies and some are charged with having carried red flags in revolutionary parades. Others have written many booklets supporting the radical propaganda of the reds. How long will the business men of the country submit to surveillance by a commission composed of professional trouble breeders?

FIRES due to preventable causes are inexcusable and a crime against society. As Mr. McCotter clearly points out in his able address given elsewhere in this number, it is up to the property owner to correct all known fire hazards and thus stop the useless waste. This month we have published notices of fires caused by crossed wires, loose bolt in machinery, cigarette in papers, nail in crusher. No regular man will admit that any of these causes are either excusable or not easily preventable. It does not matter that some of these fires were extinguished with small loss, the causes are known, and effectual precautions should be quickly taken to prevent their recurrence in any elevator.

THE TEXAS Grain Dealers Ass'n is preparing to push the claims of its members against the Federal Government for losses sustained on wheat which they were unable to ship out before the Government reduced the price in 1917. Many country elevator men had large stocks of wheat for which they had paid as high as \$2.97 when the Government fixed the price at \$2.00. They were not hoarding wheat as Mr. Hoover seemed to think, but had accumulated the stock in the regular course of their business and with the full intention of shipping out as soon as cars were available. Everyone else whose business has been wrecked or damaged by the blunders of the Government has claimed and in many cases collected the full amount of their damages. So too will the grain merchants who suffered loss if they but convince Congress of their unjust infliction. It seems to be up to the losers to get together, present an itemized statement of their losses and follow it up with letters and calls. The work of the Texas Ass'n, in this matter, can be profitably supported by grain dealers elsewhere who lost.

THE BARB is said to have been removed from the beard of barley by the agronomists of the University of Alberta. This improvement should make the grain more popular with the farmers, for it is a sure crop in many sections.

MUCH grain is said to be lying on the ground in Kansas, Nebraska and the Southwest because the railroads have failed to supply cars for emptying the country elevators. Max Thelen insists the congestion is all due to a lack of sufficient terminal elevator capacity to accommodate the crop. Admitting his statement to be true, who is to blame for the dearth of storage room. The charters of every railroad and the laws of most states require the carriers to provide depots for passengers and freight and some of them have always provided depots for bulk grain as well as package freight, as they should do. Max Thelen's excuse of the railroads is in reality added proof of their inefficiency. It was their duty to have provided terminal depots for bulk grain long ago.

BUILDING a perfectly good elevator on the ground of a railroad company or any other corporation can no longer be considered safe or discreet. An Illinois company whose letter is published in this number has recently been given thirty days notice to vacate because the railroad company wishes to build a station on the site of the elevator. Even though the elevator company can obtain some land adjoining railroad right-of-way, the owners of the adjacent land know that it is forced to secure a new site quickly and would charge extortionate prices. While the company has a good elevator it has no place to set it and will be at the mercy of the extortionists until it buys ground of its own. However, when it does get its elevator on its own ground it will not be required to sign a lease assuming all the responsibilities of the railroad company for fires and accidents and in case its elevator is set on fire by a locomotive spark it will be a comparatively easy matter to collect damages from the owner of the locomotive. Owners of country elevators who do not own the ground on which they stand will invariably promote their own interests and the safety of their investment by moving to their own ground.

Class Domination.

The one problem of our Nation which overshadowed all others at the St. Louis convention, the problem which received the most thoughtful consideration from many speakers and the members of the Resolution Com'te was the attempted domination of the Nation by the labor unions.

As Governor Goodrich in his splendid address which we reprint in full said, the nation has rejected the dictation of autocrats heretofore and will again. Our nation is founded on the principle of equal rights for all and special privileges for none. The Governor as well as the President of the Ass'n, Mr. Armour and Mr. Wilson, all are to be congratulated upon their firm stand against the favoritism of misguided socialists by the Federal Government. If you peruse nothing else in this most interesting of all grain trade meetings don't fail to study the warning of Governor Goodrich.

The Embargo on Wheat Exports.

In several recent addresses, Wheat Director Julius H. Barnes has given the grain trade to understand that he is against the continuation of any restriction controlling the exports of wheat from United States. It seems that the embargo was placed on orders from the President in hopes of keeping down the cost of living. Inasmuch as we have a boundless supply of wheat in this country and the prevailing price has attracted large imports from Canada in spite of the duty, it seems only fair and right that the export wheat trade should be relieved from every governmental restriction and interference.

The removal of the embargo on wheat exports would not increase the government's difficulties in making good of the guarantee price for wheat. It might result in prices advancing above the price which has been paid by the Grain Corporation, but the opinion of many is that the removal of the embargo would encourage exporters to get busy again and thereby influence the farmer to increase his acreage and production of this grain which is consumed in all parts of the globe.

Protest Individual Permit Discrimination.

Paternalistic control of business activity may be actuated by a benevolent desire to aid business, but those who receive no assistance will heartily join with the Omaha Grain Exchange in condemning the individual permit system as "resulting in unreasonable and unnecessary delay in making shipments without any apparent resulting benefit to the Railroad Administration, the public or to shippers."

Omaha sees clearly that the imposition of the individual permit on that center while leaving other terminals free to compete in its own territory will have the effect of diverting trade rightly tributary to Omaha.

Only those counseling or in touch with the bureaucrats can know whether the withholding or granting of cars is in the public interest as a conservation of shipping facilities or is due to favoritism toward some and neglect of others.

Other markets will agree with the Omaha protest that "It is difficult for us to understand why it should be any easier for the Railroad Administration or the Grain Control Committee under the individual permit to first issue an individual permit and then instruct the carrier to furnish the cars at permitted points, than it is for them to issue instructions in the first instance under the blanket permit system."

A similar resolution of protest has been adopted by the Milwaukee Chamber of Commerce.

AN INDIANA elevator company has started suit against the C. & E. I. for burning the plant, the fire having been started by a spark from a locomotive engine, the elevator company being fortunate enough to own the site and not being hampered by a right-of-way lease releasing the railroad company. It should encourage the plaintiff to learn that a Missouri company this week got judgment against the Missouri Pacific for \$40,000 for burning its elevator.

Lesson Taught by the Dust Explosions.

The verdict of the coroner's jury on the victims of the Murray Elevator explosion is an indictment of the grain handling industry, tho those immediately concerned are absolved.

The jury found that everything humanly possible had been done to keep the elevator in a safe and clean condition, that it was fire-proof and modernly equipped. The government dust explosion experts admitted that they had spent several days at the plant just before the day of the explosion. They had delivered the usual lectures on dangers of dust explosions and the management and workmen had heeded their suggestions. Yet the explosion occurred. The blast was just as destructive as tho the experts had never been within one thousand miles of the building.

Does this mean that the expert inspection might just as well be done away with? Not at all. It means that ordinary cleanliness and removal of dust is not sufficient to prevent an explosion. It is not even sufficient that the dust be removed weekly, daily or hourly. The dust must be removed every minute that the plant is in operation and dust must not be needlessly created by dropping a mixture of grain and dust loosely thru the air. The grain should be moved in solid masses in closed spouts so that the inevitable dust can be retained with the grain.

What little dust is unavoidably created should be removed just as fast as it is made. This will preclude any accumulation that might prove dangerous.

Damages on Destination Value.

The decision by the United States Circuit Court, given in full elsewhere in this number of the Journal, involves the payment to shippers of a larger aggregate sum of money in claims, than any other decision ever rendered by the courts.

It stands as a precedent for shippers to recover the difference on a vast number of claims, on every claim, in fact where the value at destination exceeded the value at point of origin.

As the Cummins amendment under which the decision is given dates back to Mar. 4, 1915, all claims for the difference are made valid, at least as far back as the two years and a day limitation. Aside from re-opening settled claims, shippers should make haste to amend pending claims to increase the amount to value at destination, and all new claims, of course should be for the larger amount.

The Circuit Court decision is even more condemnatory of the carrier's attempt to evade liability than was the district court in outlawing the clause in the uniform B/L providing, "The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment under this B/L, including freight charges, if paid."

Henceforth shippers whose grain is lost in transit will *always* file claims for its full market value at destination.

For a detailed statement of all facts and

the full decision of Judge Morris of the lower court readers of the Journal are referred to columns one and two on page 793 of Nov. 25, 1918, number.

The St. Louis Meeting.

The St. Louis meeting of the Grain Dealers National Ass'n will long be remembered by those fortunate enough to attend for the splendid, thoughtful addresses and the progressive work of the ass'n that should help to improve grain trade conditions throughout the land.

While everyone of the fifteen hundred delegates may not have been deeply absorbed in the engrossing problems of the grain trade, all were interested enough to attend some of the sessions and to gain some conception of the ambitious program laid down for the grain trade's leading organization. The Ass'n is doing much to raise the trade to a higher plane and to make it easier and safer to do a grain business in any part of the land.

The organization merits the loyal support of every earnest grain dealer and it will easily obtain the full measure from every enthusiastic participant in the St. Louis gathering, the most representative the grain trade has ever held.

Governmental Price Fixing a Failure.

While grain dealers everywhere resent governmental interference with their business, and smart under the rules and regulations necessary to carry out the Government's promise to the farmers of \$2.26 a bushel for wheat, all those familiar with the work of Mr. Julius H. Barnes, give him credit for meeting seemingly unsurmountable difficulties, and with surrounding himself with men having a thorough knowledge of the grain business, men whose honesty and integrity have never been questioned or doubted.

So it is a most welcome message for the wheat handlers of the land when Mr. Barnes tells them that "price fixing as popularly suggested, has always failed and will always fail." The enormous purchasing power of the Grain Corporation alone is responsible for the success of the government's fixed price for wheat.

No grain dealer familiar with the various trials of the Grain Corporation can read the splendid address of the Wheat Director at St. Louis without getting clearer understanding of his difficulties, a deeper sympathy with his trials and a higher regard for the man who gave up his own business to assume the Government's irksome task of making good to the wheat producer without promise of pay or hope of reward.

History records many autocratic attempts at price fixing but none, however, proved successful and none ever will. Even the enormous buying power of the United States would have proved insufficient to maintain the price of wheat long if Europe had not been embroiled in war and ocean commerce crippled and restricted.

The ocean tonnage is expected soon to exceed all prewar figures. This will effect a reduction in freight rates and encourage the

marketing of the wheat surplus of Australia, Argentine and India, should the United States attempt to continue to control the price of wheat, as is being talked of by a few impractical dreamers it would get bumped for far harder than it did on airplanes. Supply and demand, free from all artificial restrictions, is the only reliable barometer which can be depended upon to correctly guide wheat producers in their survey of the world's necessities and their own opportunities.

The Success of Arbitration.

The reports of the arbitration committees of the Grain Dealers' National Ass'n and the needed increase in the number of committees proves conclusively that this method of settling trade differences is gaining in favor with the rank and file of the grain trade. Cases arbitrated before men familiar with rules and practices of the trade are much more likely to result in a just decision than where argued by vindictive leaders before a judge or jury, ignorant of grain trade methods and customs. Trade disputes are settled much more quickly and much more satisfactorily before a tribunal of this character than before any court.

However, with four separate committees passing on grain trade differences the chance of contradictory decisions being rendered by the committees where similar points are involved is greatly increased. For the benefit of all these committees as well as the Appeals Committee and the membership at large, it would seem the part of wisdom for the Association to have all decisions rendered by its arbitrators published in a form that will not only assist all arbitrators in rendering a just decision, but also assist the members of the trade in obtaining a clear understanding of their own rights as well as a riper respect for the rights of others.

In years gone by the Association has twice authorized the publication of all decisions with an index and a cross index so that all principles and practices established by arbitration would be easily accessible to those who would read. Long drawn out lawsuits invariably prove an economic waste, as well as a business irritation, while arbitration facilitates and expedites the equitable settlement of all trade differences. While it is greatly to be regretted that any member of the grain trade should refuse to abide by the decision of the Association's Arbitration Committee still when they do reject such decisions nothing is left for the Association to do but expel them from membership, otherwise arbitration would be a farce. Members of no trade organization desire to continue to do business with any dealer who is not disposed to abide by the letter and spirit of his contracts. So long as members of the trade will enter into loosely drawn contracts or make agreements with indefinite stipulation of terms then we must expect to have differences arise, but when all dealers promptly confirm in writing all contracts and stipulate all the terms bearing on each contract then will the opportunity for honest differences gradually disappear and the need of arbitration for settlement of trade disputes be reduced to a minimum.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Is Shipper Entitled to Lower Rate?

Grain Dealers Journal: Last May, after the rate advance, I sold 12,000 bus. of oats to go to Nashville, Tenn., and asked the agent to bill it to protect the lower rate of 24½ cents. As returns and expense bill showed 25½, I made claim and recovered 1 cent per hundred on all that was billed by way of Louisville, Ky., but my claim was refused on oats billed via Evansville, Ind., which agent had suggested was the shortest way and which I had billed that way.

My contention is that it was their place to furnish the rate and not let one grope around in the dark, and not be able to find out the correct routing and that they are liable to me for the 1c a hundred both ways. I took it up with the Interstate Commerce Commission but they hold against me.

Can I recover because the agent told me via C. & E. I. to Evansville was the shorter route?—J. S. Cameron, Elliott, Ill.

Ans.: When shipper does not specify routing he is entitled to the lowest rate irrespective of actual movement. In this case shipper admits having specified the routing on which no refund could be made, and as railroad agents are not held responsible for errors in quoting rates the shipper who relies on such erroneous information has no recourse. The published schedules govern.

Recovery for Refusal of Shipment?

Grain Dealers Journal: Some time ago I sold a certain firm 5 cars of hay on contract and in a few days sold 10 more and in two days sold 10 more making 25 in all with no specified time for shipping only as fast as I could get them out. I shipped them 24 cars and out of this number seven failed to grade according to contract. They accepted enough to fill the first and second contract and two cars on the last one, and when I shipped the 25th car load, they refused it on the ground that the contract was filled. The fact is the market declined so bad they took this means to get out of it. The last car graded all right, but they refused it just the same.

If I can prove the contract, what are my chances to collect the market difference between the day of sale and the day they turned down the last car of hay and ignored the contract. Was it necessary that I have all the balance of the hay to fill this contract on hand before I can collect damages by showing the actual losses or can I use the market difference as my basis for damages or loss. I had none of the hay bought when I made the contract but was buying right along and filling the contract. There never was a word about the time being up on the deal. All the hay that failed to grade was handled on commission or was re-consigned. I had most of the hay on hand and held part of it over until the next season, but some of it was stored in some buildings that were not very good, and I lost some of it by being damaged by rain.—Milton Liggett, Seymour, Ia.

Ans.: No time having been specified in the contract, a reasonable time according to trade custom must be understood. On a showing by shipper that the last car was shipped in a reasonable time he can hold the buyer to an acceptance of the last cars on the last contract.

To make a good claim shipper is not required to have the hay on hand as the price he himself paid is immaterial; his loss being the difference between the contract price and the price he was forced to accept elsewhere on account of buyer's rejection. In other words,

after having made the contract the seller was entitled to any profit he could make by buying lower than at the contract time, for the reason that he would have had to stand the loss if hay advanced in price between the time the contract was made and the time seller procured the hay.

A shipper can not hold hay indefinitely until next season and expect to hold buyer for the fluctuating damages; but the rejected hay should be sold out immediately "for the account of whom it may concern." The proof of loss must show when, where, and to whom sold.

Connecting Carriers?

Grain Dealers Journal: In a suit for damages against a railroad, caused by loss of grain in transit, would the fact that the grain originated on lines other than those of the delivering carrier release said delivering carrier from all liability, unless it be proved that the loss did occur on the lines of the delivering carrier? In other words, must suit be brought against initial carrier?

Can the Journal refer me to any recent court decision or Congressional acts relating to equal liability of all carriers engaged in transporting a shipment?—A. C. Schuff, Louisville, Ky.

Ans.: It is immaterial to the shipper on what line the damage occurred, as he can choose which one to make defendant in his suit, under the Carmack amendment to the Interstate Commerce Act. Following are two decisions of the courts bearing upon this point.

Under the Carmack amendment suit for loss of, or damage to, the shipment may be brought against the delivering carrier in the state of residence, as nothing in the Carmack amendment making the initial carrier liable for the default of the action carrier prohibits such suit. *Deaver-Geter Co. v. S. Ry. Co.* (S. C., 1913), 79 S. E. 709.

The Carmack amendment, making the initial carrier liable for loss or damage occurring on the line of the connecting carrier, is not unconstitutional upon the ground that it throws upon the initial carrier the costs, expenses and attorney's fees incurred by it in defending the case and the expense incurred by it in ascertaining when and how the loss occurred, since it is assumed, that having undertaken a thru shipment, all such matters are subject to a contract between the initial and connecting carrier so as to protect the initial carrier; and even if there is no contract, if the initial carrier delivers in good condition to the connecting carrier, it may recoup against the carrier responsible for the loss. *C. C. C. & St. L. Ry. Co. v. Hayes (Ind., 1913)*, 102 N. E. 34, 39.

Landlord's Lien in Nebraska.

Grain Dealers Journal: A tenant sold us about \$800 worth of wheat about Sept. 1, 1918, which was mortgaged. At his request we kept about \$350 to apply on account he owed us and turned the balance over to the parties who held the mortgage, which was on record.

Later we find that the landlord was entitled to one-third as rental. There was no lease on record nor did we get any notice written or verbal until about Jan. 1, 1919. Landlord has now filed suit in district court to recover \$273.20 claimed due him.

To date the lease or contract between landlord and tenant has not been filed, so have no definite knowledge that landlord is entitled to crop rental.

Kindly cite us to cases of this kind.—Kimball Mill & Elevator Co., Kimball, Neb.

Ans.: Under the Nebraska statutes the landlord's right of recovery is against the tenant only. Nebraska has no law giving the landlord a lien on the crop. If the owner's share of the crop had been set aside, and the tenant carted it off and sold it, the owner could follow it and recover his property if he could identify it.

To give an opinion on the course to be followed by the grain buyer in defending this suit it would be necessary to know the allegations by landlord under which he attempts to make the grain buyer a party defendant.

Chapter 8656 of the Nebraska statutes provides in Sec. 81: Embezzlement by Tenant.—If any tenant or lessee shall without the consent of his landlord take, embezzle, dispose of or convert to his own use the share or portion or any part thereof of the crop or products belonging to his landlord, with intent to defraud the landlord thereof, such person or persons shall be punished in the manner prescribed by law for feloniously stealing property of the value of the article or articles so embezzled, taken, disposed of or so converted (1907 p. 503; Ann. 2202 b; Comp. 7786b.)

Seal Record No Bar to Recovery.

Grain Dealers Journal: We have shipped considerable wheat to Philadelphia during the past season and have found that their inspection of cars for condition is a joke, as the only thing you are able to get from them is a seal record.

All of our shipments, with the exception of 3 cars, held out very well but these three were way short. They were P. L. 515562, 710 lbs. short, which car we learned was stopped en route to have a broken door post repaired; G. T. 18867, 700 lbs. short and C. C. C. & St. L. 7300, 970 lbs. short.

These cars were all weighed on a self-registering automatic Richardson scale.

We would like to know whether we have any grounds for claim against the railroad companies in spite of the fact that the Philadelphia inspection department fails to find evidence of leaky cars.—Uhl-Snyder Milling Co., Connersville, Ind.

Ans.: Evidence that the Philadelphia inspection department failed to report evidence of leaky cars is what is known as negative evidence, and has comparatively little weight against positive evidence.

Negative evidence, for example, is where one or several of a crowd of by-standers testify that they did not see the murderer stab the victim. They may have had their attention directed elsewhere at the moment. Other by-standers will swear they were looking right at the murderer and saw him with a knife in his hand pursuing the victim. That is positive evidence; and when they state they saw the knife driven into the back of the deceased it is conclusive.

Just so with the shipper's positive evidence that he loaded a stated number of pounds of grain into the car in question. It is conclusive, and any allegation by claim agents that records at destination failed to show evidence of bad order is purely a bluff designed to discourage a shipper from pushing a just and collectible claim. If you know how much was loaded into each car demand that it be delivered at destination or the loss paid for by the negligent carrier.

Rules on Distribution of Cars?

Grain Dealers Journal: Can the Journal tell us where we can obtain a copy of the rules or laws governing the railroad company as to the distribution of cars, and as to the shipping of grain? Is there such a pamphlet issued by the Interstate Commerce Commission?—De Wolf Grain Co., Royal, Ia.

Ans.: The Interstate Commerce Commission has issued no specific rules, and each railroad company prepares its own rules conforming to suggestions by the Federal and State Commissions. Its first important ruling was in the case of the Vermillion Farmers Elevator Co., of South Dakota, v. C. M. & St. P. R. R. Co., in which the rules of the carrier were upheld, over a year ago. The latest ruling is *Tanner v. C. B. & Q.*, in which the Interstate Commission condemns the past performance rule of the State Commission.

Geo. L. McCaughan, sec'y Iowa Board of Railroad Commissioners, Des Moines, Ia., writes:

This Board has promulgated no rules for the distribution of cars by railroads. However, it is the custom amongst the carriers in Iowa to furnish cars in the order in which requests are received for them. Of course, at times there are orders from the Railroad Administration for preferential loading of certain commodities, and then the railroads must furnish cars for this particular loading before furnishing cars for other materials.

The subject of distribution of grain cars in times of shortage is one which has occupied considerable attention of this Commission. Several years ago a case involving such distribution was brought before the Commission for hearing. It developed that in the great number of cases the question of interstate transportation was involved, and the Iowa Commission, therefore, ordered that a case be prepared and submitted to the Interstate Commerce Commission, involving the same points. This was done, and the Interstate Commerce Commission, after thorough hearing, made a report. However, the report did not set out any definite rules for distribution of cars in times of shortage, but that matter was left very largely in the hands of the local agents of the carriers.

Since that time, there has been a case brought from Nebraska for adjudication by the Interstate Commerce Commission, but in that case no definite rules were adopted. We are, therefore unable to advise you as to just what are the proper methods of distribution.

Market for Cob Ashes?

Grain Dealers Journal: We have quite a few corn cob ashes on hand that we would like to market. We have written a firm that purchased ashes last year, but they write they are not in the market this year. We would like to learn thru "Asked-Answered" column of some firms that would be interested in cob ashes.—J. S. Murray.

Estimating Weight of Ear Corn?

Grain Dealers Journal: Occasionally we are asked for information as to how the weight of ear corn can be estimated on basis of cubical contents. We have a system we have been following, but would like to get whatever information the Journal can give.—John Andrews.

Ans.: The basis of the calculation is the fact that a bushel of ears will occupy a space varying from 3,850 to 4,000 cubic inches, according to the dryness of the corn.

Therefore, to find the number of bushels in a crib, car or other container calculate the number of cubic inches in the bin and divide by 4,000.

Discrimination in Furnishing Cars?

Grain Dealers Journal: We do not think that we are getting a "square deal" from the railroad company in regard to the distribution of freight cars. Is there any law that will give one elvtr. the right to two cars while another is allowed only one?

We have an elvtr. at Nekoma, Ill., and are losing money by this practice on the part of the company of giving another elvtr. more cars. Members of the Farmers Elvtr. Co. say that they have a contract with the C. B. & Q. Railroad whereby they are to get two cars to our one. Can the railroad company make such a contract? If the same elvtr. has an order for ten cars has the agent a right to fill that order before he gives us one?—Hefebower & Peterson, Galva, Ill.

Ans.: Effective Oct. 25 the individual permit system goes into effect, taking away the distribution of cars from the local station agent, or the division superintendent of the railroad company, and placing it with the grain control committee.

The handling of permits is described on page 773, and as there stated in paragraph 13.

"Applications will be considered and approved by the Com'te in order of their receipt, subject to any conditions existing which may make it necessary to postpone movement of certain grain to this Terminal."

When the permit system is not in effect the distribution of cars will be controlled by the railroad company thru its agent subject to the rules of the Illinois Public Utilities Commission in its Conference Ruling No. 24, which in turn follows the Illinois statute that cars shall be furnished shippers "in proportion to their respective immediate requirements."

In the case of Hefebower & Peterson it may be that the railroad agent at Nekoma considers the requirement of the other elevator to be double theirs, because they have more grain in store ready to ship, or for some other reason.

Unfortunately there is no definition of "respective immediate requirements."

St. Louis, Mo.—The Newman & Malkemus Seed Co. has a new advertising mgr., E. W. Lorch, recently released from the service.

The PFEIFFER ELEVATOR Co., Durand, Wis., is sending to its friends a postal card on which is printed "a darn good picture of Old Bald Head Pfeiffer."

JAPAN'S WHEAT and barley crops have amounted to approximately 99 million bushels. This is an increase of twenty million bushels over last year's crop.

To ENCOURAGE DELIVERY of home grown wheat to mills from points beyond the usual radius of delivery the millers of Great Britain may pay mileage on wheat delivered from more than three miles distant from the mill, according to a recommendation from the secretary of the Flour Mills Control Com'te.

To Recover Loss Due to Wheat Price Fixing.

A com'te of 7 members of the Texas Grain Dealers Ass'n will meet at Ft. Worth, Tex., Oct. 28 in the office of Sec'y H. B. Dorsey, to decide on a plan of action to recover from the government the loss sustained by holders of wheat when the government reduced the price of wheat about 60 cents per bushel in fixing the price in 1917.

Dealers in Texas are urged to inform the com'te, of which Ben Clement, Waco, is chairman, immediately, stating the number of bushels on hand and how much loss was sustained by reason of this action of the government.

The com'te will then assist members in presenting their claims to the Congress of the United States.

Railway Reorganization Bill.

Senator Cummins describes his railway reorganization bill which was reported to the Senate Oct. 23, as a plan to unite under effective federal control all the instrumentalities of rail, river, canal and ocean transportation.

The bill provides for the return of the railroads to private ownership 30 days after its passage, and for the distribution of the lines into 20 to 35 systems, which may be consolidated into 4 or 5 competing systems.

The Interstate Commerce Commission is required to see that the rates prescribed for each district shall be only sufficient to produce a net operating income for all the roads in that district of 5½ per cent annually on the value of the property as determined by the Interstate Commerce Commission's valuation.

This is not a guaranty of 5½ per cent to any road. The more efficiently operated lines, or those more fortunately situated will be permitted to earn an unlimited profit up to the amount that does not bring the profits of the group above 5½ per cent. It will not prevent some lines in a group from hauling freight at a loss. Elaborate provisions are made for the accumulation and distribution of reserve and contingent funds.

State control of capitalization is taken away and given exclusively to the federal government.

THE OUTPUT of the American shipyards during the 12 months ending September, 1919, was 2,386 vessels of 4,258,058 gross tons. The output for September totaled 378,858 tons, compared with 455,338 tons for the preceding month.

THE DOCK BOARD OF ENGLAND has increased the penalties for the failure for speedy removal of certain classes of merchandise, grain included, from the quays. This works great hardships on grain handlers in such congested ports as Liverpool for the conditions are beyond the control of the grain merchants.

THE FOOD CONTROL ACT is illegal, is the ground on which the C. Becker Milling Co. of Red Bud, Ill., claims that it will not have to pay the United States \$20,000 in order to keep its license. Circuit Judge Shields in St. Louis granted a temporary order, returnable Oct. 27, restraining the U. S. Grain Corporation, the U. S. Food Administration and Bert H. Lang from interfering with the company. The Becker Co. filed a petition stating that the Food Administration Grain Corporation was formed by an act of Congress and Bert Lang, its representative, had informed the Becker Co. it was violating the law and that a demand was made that the United States be paid a sum in "excess of \$20,000" and on failure to do so, they would have their license revoked. The petition of the Becker Co. denies any indebtedness and claims that the act of Congress of Aug. 10, 1917, known as the food control act, conflicts with the constitution of the United States.

Coming Conventions.

Oct. 31. Ohio Grain Dealers Ass'n at Columbus, O.

Nov. 18, 19, 20.—Nebraska Farmers Grain & Live Stock Ass'n at Omaha, Neb.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. B. & Q. 117181 passed thru Booge, S. D., on Oct. 25 leaking wheat freely at the ends.—Booge Elvtr. Co., N. S. Ekberg, mgr.

O. S. L. 10201 passed thru Pocahontas, Ia., Oct. 21 leaking corn at the door post thru the siding.—R. H. Patterson.

B. & M. 65072 passed thru Raymond, Minn., about Oct. 18, leaking very badly at the door post.—Cargill Elvtr. Co., O. Mortenson, traffic mgr.

C. & E. I. 60333 passed thru Gilbert, Ia., Oct. 18, leaking shelled corn badly thru the sheathing.—A. J. Mabie & Sons.

G. N. 211180 passed thru Wyman, Ia., Oct. 14, leaking corn badly. I and the conductor repaired the leak. It was shipped from Havre, 8 miles north of here.—Wyman Supply Co., W. A. Holland, mgr.

C. & O. 9085 passed thru Dana, Ia., Oct. 11, with door post sprung, leaking corn.—Brenton-McColl Co.

G. N. 15042 passed thru Knox, N. D., on Oct. 4, leaking wheat at the east end post. The car probably belongs between here and Minot, N. D. We did not have time to fix the leak as the train was ready to leave when we noticed the leak.—J. J. Jorgenson, mgr., Knox Farmers Co-op. Elvtr. Co.

B. & O. 91612 passed thru Edgerton, Mo., Oct. 2, on west bound local freight, leaking wheat badly over draw bar at rear.—Edgerton Milling Co., G. T. Turney.

B. & M. 48093 passed thru Edgerton, Mo., Oct. 2, on west bound local freight, leaking wheat thru the door.—Edgerton Milling Co., G. T. Turney.

T. & P. 13736 passed thru Hackney, Kan., Oct. 2, leaking wheat between the siding and the sill, about half way between the door and the end.—Hackney Farmers Co-op. Ass'n.

R. I. 35557 was standing in the yards at 82nd st., Chicago, leaking wheat at the left hand corner, over the front wheels, on Sept. 30.—H. A. L.

C. & N. W. 10655 passed thru Eau Claire, Wis., Sept. 29, leaking 4" boards. This was a gondola car and apparently no attempt was being made to stop the leak. Boards were dropping off between the loaded car and the one following and several cars looked as if they were receiving rough handling.—W. P. Buchan, Minneapolis, Minn.

Pa. 550230 passed thru Meadville, Mo., on Sept. 19 leaking wheat freely at the end of the car. The train did not stop so I could not notify the trainmen.—G. V. Myers, mgr., Farmers Pro. Co.

Erie 89898 passed thru La Sueur, Minn., leaking wheat badly at the door. The leak was fixed by the railroad men.—Wierwill Bros.

U. P. 13826 passed thru Modale, Ia., Sept. 24 leaking wheat badly at the door post. The train did not stop but the stream of wheat could be seen a block away.—H. C. Hartsock, mgr. Modale Farmers Elvtr. Co.

C. R. I. & P. 27966 passed thru Princeton, Mo., Sept. 23, on local freight east bound, leaking wheat at corner and at bottom of car on rear end at east side. Leak noticed by J. B. Wilcox, mgr. Alley Grain Co., Princeton.—A. A. Alley, Alley Grain Co., Mercer, Mo.

N. Y. C. 216838 passed thru Smith Center, Kan., on Sept. 17, with one door about half open but we did not have time to close the door. The seal on the fastener was K-36610.—B. E. Stratton, mgr., Derby Grain Co.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Keep All Floors Free From Dust.

Grain Dealers Journal: In order to cope with the possibility of explosion we installed in our plant two years ago the Cyclone Blow, Pipe and Dust Collecting system which we have found to work very satisfactorily. We have dust inlets on each of the floors and are able to keep all floors free from dust. The dust from our cleaners is blown to the screening bins, which is much better than the previous arrangement of blowing it outside.—Mutual Elvtr. Co., Ltd., D. L. Bole, mgr., Fort William, Ont.

The Government in Business.

Grain Dealers Journal: While the government's legislators are disagreeing about the question of the government going into "business" of any sort, we find that right in our own neighborhood the government IS IN BUSINESS, and the business is marketing farm products and selling supplies to the farmers. The Department of Agriculture acting thru the Bureau of Markets which, in turn, is acting thru the county agents, evidently does not deem mere "legislation" necessary to engage in the marketing of farm products or to sell supplies to the farmers. These county agents are active in many states, and their operations are in direct competition with private business which is in violation of the constitution of our country.

I admire the work of instructing the farmers on the betterment of soil conditions, the advisability of using fertilizer, and the proper feeding-stuffs to give their stock; but I condemn most bitterly the socialistic idea that the government should run the farmers business for him. All commercial and trading activities of the county agents should cease.—Geo. T. Thomas.

No Grain Damaged at Galveston.

Grain Dealers Journal: In your department headed "Grain Carriers," page 646 of the Grain Dealers Journal dated Oct. 10th, 1919, the following article appeared:

"Several hundred cars of grain had been standing in the yards awaiting elevator room for several days before the flood at Galveston, Tex. Much of the grain that was flooded was so badly damaged that it was unfit for export. There was some grain damaged at Texas City and Port Arthur which was also waiting to be unloaded. All the grain supplies and mill products at Corpus Christi were lost."

While it is true that a number of cars of grain were on track at Galveston awaiting unloading several days prior to the storm which struck the Texas coast in the vicinity of Corpus Christi, I wish to deny the statement that cars of grain were flooded and suffered damage at Galveston. Further, that your informant was entirely misinformed as not a car of grain was on the island or near-shore points on the mainland and for twelve hours before the disturbance passed inland. All grain houses at Galveston which are of overhead construction were loaded practically to capacity and their contents suffered no damage from storm water.

I learn from a reliable source that the grain on track at Texas City suffered no damage whatever; also that the elevator at Port Arthur was not in operation at the time the disturbance occurred.

May I ask that this be printed in the next issue of your Journal as an absolute denial of the reports to which I have referred.—H. A. Wickstrom, Chief Inspector, Galveston, Tex.

Best to Own Site.

Grain Dealers Journal: We are in the same condition as a great number of elvtr. companies thruout the country. They build on leased ground that they cannot buy because most of the railroad company's land is mortgaged and can not be sold. In days gone by, it no doubt was thot to be all right to build on leased ground; but the best way for all elvtrs. is to own their own site and track. We have now been given 30 days in which to vacate.—Wyanet Grain Co., Will R. Teed, mgr., Wyanet, Ill.

More Careful About Dust.

Grain Dealers Journal: We maintain a concrete elevator with a 50,000-bu. capacity, at Omaha, in which we store principally wheat, barley and flaxseed.

We realize the great danger from fire and explosions that result from the accumulation of dust and for that reason we have been careful to keep both the interior of the tanks and the workhouse as clean as possible. We are more careful about this because the power in our elevator is derived from an electric motor which thru overloading, hot journals or short circuiting might easily cause trouble.

The recent explosions in Ontario and Kansas City have made us more careful in this respect.—Uncle Sam Breakfast Food Co., C. E. Barry, mgr.

Future Trading Insurance Against Loss.

Grain Dealers Journal: At present there is a lull in the agitation by legislators against future trading in grain markets. The fight, however, is sure to be resumed after the next election of legislators. This is a hobby of the unthinking and unwise representatives of the masses, who want to make a play for votes, by attempting to prosecute speculators. Trading for future delivery of grain is no more illegitimate than is the buying of real estate or cattle, or any number of other commodities traded in to obtain future possession.

When the legislator goes to the country to tell the farmer or the country grain man, he is going to do away with the great waste and the abnormal prices, by doing away with speculators in the future markets, or the future markets themselves, he will then meet with some opposition, for the country grain man and the farmer realize that the future

market is a safeguard against a fall in the world price of grain they are holding. He realizes that the futures are his insurance against large losses and therefore he is not in favor of abolishing the future trading at large grain centers.—J. H. Smith.

Gasoline Vs. Hay.

Grain Dealers Journal: In the July 25 number of the Journal I read a resolution adopted by the Michigan Hay & Grain Ass'n and the Nat'l Hay Ass'n which attempted to excuse the Motor truck for its failure for short hauls and said the "Ole Hoss" was coming back.

Many really believe that the motor truck has reached its height of efficiency and that people are beginning to see the economy of returning to horse-drawn vehicles. In fact, the "Horse Publicity Ass'n" is in session today at the Pennsylvania Hotel, New York City, making plans to tell the country about the advisability of buying hay for horses instead of gasoline for trucks.

Whether the haul be long or short, the motor truck will get there faster, with nearly as much certainty, and will often take along the next fellows' load at the same time. The day that the horse replaces the motor truck, for long hauls, you will likely see the horse the Kaiser of America.—S. L. K.

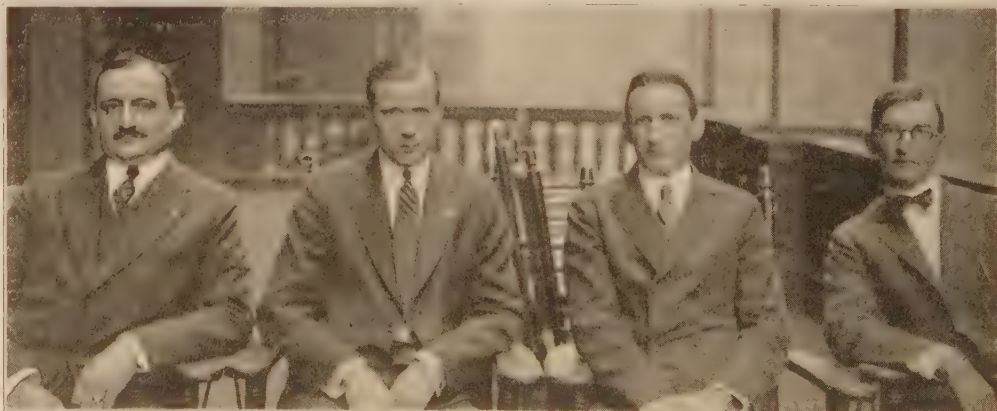
The Economy of Reconstructing Old Elevators.

Grain Dealers Journal: In the last year we have overhauled a great many grain elevators. In most instances the sills of the elevators were rotted off and it was a matter of cutting these off 1 or 2' higher, taking out the entire foundation and bin bottoms, and putting in a new foundation and concrete bin bottoms, renailing the siding and covering it with iron.

We believe that we have saved our customers hundreds of dollars in the last two years by giving them advice and doing this class of work for them. In one instance, after a man had contracted with us for a certain house, our engineer looked over the proposition and advised a reconstruction, and we saved the man over 70% and gave him as good a house as could possibly have been built.

It is our experience that the most trouble, and especially with the cheaper types of country elevators, is that the foundation did not extend far enough above the ground. Therefore, the sills have rotted, and in the houses that are not iron clad, the rod girts and the siding rot out. In a case of this kind, we have taken out a board or two where the rod girts have caused them to rot and put in new

Some of the Men Responsible for the Splendid Entertainment Tendered St. Louis Visitors During the National Convention.



Left to right: Chas. L. Niemeier, Chairman Speakers' Com'ttee; Roger P. Annan, chm. Finance Com'ttee; Aderton Samuel, Chm. Entertainment Com'ttee; Geo. F. Powell, Entertainment Com'ttee.

siding, put in new rod girts, and covered it with iron. In this way we make a house that is good for years, when from all appearances it should have been torn down. If the siding on a house is in good condition and the siding on the inside is in good shape, the house must be pretty bad in other respects, to make it necessary that it should be torn down.—Yours truly, White Star Co., Wichita.

No Cars in Three Weeks.

Grain Dealers Journal: We have placed orders daily for cars since Oct. 3 and this morning, Oct. 25, we were much surprised to see a local set out a box-car here for grain loading; the first one this month. Complaints only result in bringing in a lot of red tape. We are up against an actual condition and it must be met by actual doing. Evasive answers and superfluous correspondence by officious officials do not relieve the situation a particle.—Booge Elvtr. Co., N. S. Ekberg, mgr., Booge, S. D.

License Samplers.

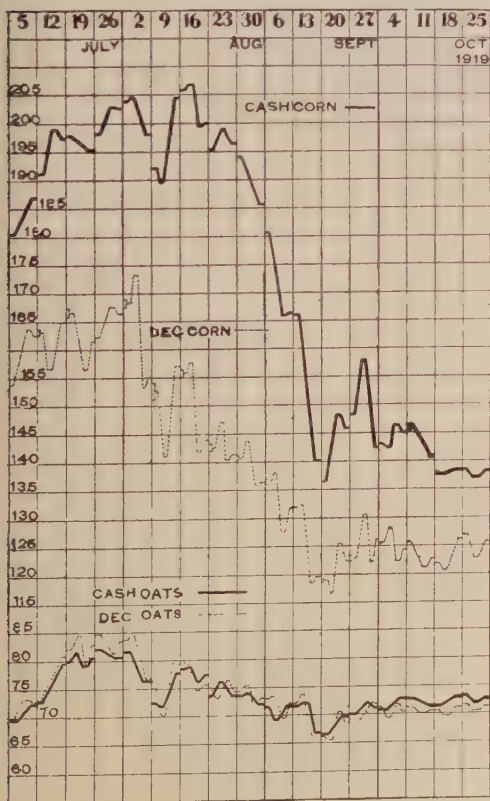
Grain Dealers Journal: While licensing and supervision is the hobby of the day would it not be advisable to license and supervise grain samplers?

Samplers are continually drawing samples which do not fairly represent the average quality of the cars contents. It matters little how these men come to get incorrect samples, but the fact remains that some more rigid means of supervising the samplers should be put in force.

The Grain Standards Act now confers on the Enforcement Division of the Bureau of Markets the right to revoke licenses of Grain inspectors. Would it not be good policy to extend the jurisdiction of this Enforcement Division to the grain sampler as well as the inspector?—John McCabe.

Cash Corn and Oats Fluctuations.

Opening, high, low and closing average price of No. 2 mixed corn and No. 2 white oats at Chicago each week for 17 weeks from June 30 to Oct. 25 are given on the chart herewith. The daily average is used in chartering, actual prices were made each day several cents above or below extreme charted.



Proof of Contract.

The Supreme Court of Washington on Aug. 5, 1919, reversed a decision of the Superior Court of Kittitas County and reinstate the suit by the Jones-Scott Co., of Walla Walla, Wash., plaintiff v. Ellensburg Milling Co., of Ellensburg, Wash., defendant.

The following three letters were exchanged:

August 13, 1917.
Ellensburg Milling Co.: Attention Mr. Helm. We confirm sale of 10,000 bushels of Blue stem on the 11th at \$2.44 f. o. b. cars Eureka Flat points, understanding that we are to carry you on this wheat at 7% and you to send us your check of \$1,000 as margin and as per our phone conversation with you Saturday morning you were to have sent us the check that day.

As the mail did not bring it in we suppose you overlooked this. Kindly mail us your check and oblige,

Yours very truly,
Jones-Scott Co.,
By H. B. Kershaw.

August 27, 1917.
Ellensburg Milling Co.: Attention Mr. Helm. When you were here little over a week ago you advised that you would remit us \$1,000 on account in three days or by Wednesday of last week. We have put out something over \$24,000 on your account and we think it is up to you to mail us this check.

Yours very truly,
Jones-Scott Co.,
By H. B. Kershaw.

August 28, 1917.
Jones-Scott Co.: Regarding the \$1,000, there was a note of \$3,000 due which we cleaned up, and we cannot pay the \$1,000 at this time. We have not made arrangements for handling the new crop yet, as our banker is out of town. We will pay this, however, at the earliest possible moment.

Yours very truly,
Ellensburg Milling Co.

Oct. 13 the Ellensburg Milling Co. wrote that it would take the wheat if given time.

On Jan. 7, 1918, defendant repudiated the contract.

The court said: By the letter of Aug. 13 from the Jones-Scott Co. to the Ellensburg Milling Co. time was provided for, and we think this letter of Oct. 13 makes no change in the terms of the contract, and expressly accepts the terms referred to in the letter of Aug. 13. We are of the opinion, therefore, that these two letters taken together constituted a complete contract between these parties sufficient to take the contract without the statute of frauds. The intervening letters of Aug. 27 and 28, while not directly acknowledging the contract did not accept it. The one dated the 28th in substance stated that respondent was not ready at that time to pay the thousand dollars or to receive the grain. The letter of Oct. 13 expressly acknowledges the contract, "if you will give me time. * * *" These two letters clearly made a contract between the parties, with all the necessary terms and conditions.

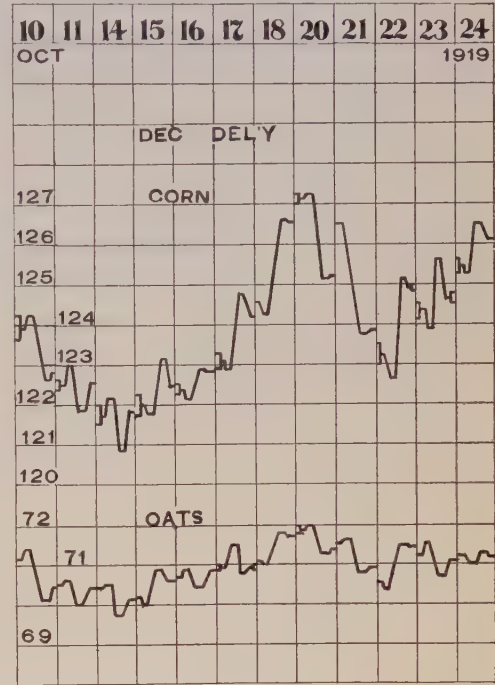
It is true the contract set out in these letters does not state the time at which the wheat should be delivered, but where no time is stated in the contract delivery may be made within a reasonable time. Menz Lumber Co. v. McNeelev & Co., 58 Wash. 223, 108 Pac. 621, 28 L. R. A. (N. S.) 1007.

We are satisfied that the complaint stated a cause of action, and that the trial court was in error in sustaining the demurrer.

The judgment appealed from is therefore reversed, and the cause remanded for further proceedings. 183 Pac. Rep. 113.

Chicago Futures

Opening, high, low and close on corn and oats for the December delivery at Chicago are given on the chart herewith.



Wheat Shipments Will Be Rushed.

Walker D. Hines, Director General of Railroads, was present at a conference of railroad and Grain Corporation officials held at Chicago on Oct. 16, which met for the purpose of solving the problem of moving the wheat crop from the southwest to the markets in the east. Mr. Hines conferred with Wheat Director Barnes and later made the announcement that preference would be given to shipping grain and that the wheat crop in particular would be treated as an emergency shipment and given the right of way over all other demands.

The Director General promised the wheat shippers additional equipment and insisted that the various railroads in the wheat territory are to give additional intensive supervision to the handling of wheat that is on the ground. The middle west has been neglected, but all possible efforts will be made to provide that territory with an abundance of cars to move the wheat from places where it cannot be stored.

THE SOIL IMPROVEMENT Com'te of the National Fertilizer Ass'n (Western office) will move its Chicago headquarters to the Lumber Exchange Building on Nov. 1.

Daily Closing Prices.

The daily closing prices for oats and corn for December delivery at the following markets for the past two weeks have been as follows:

	DECEMBER OATS.											
	Oct. 10.	Oct. 11.	Oct. 14.	Oct. 15.	Oct. 16.	Oct. 17.	Oct. 18.	Oct. 20.	Oct. 21.	Oct. 22.	Oct. 23.	Oct. 24.
Chicago	70%	70%	70%	70%	70%	70%	71%	71%	70%	71%	71%	71%
Minneapolis	67%	67%	67%	67%	67%	67%	68%	68%	67%	68%	68%	68%
St. Louis	71%	71%	71%	71%	71%	71%	72%	72%	71%	72%	72%	72%
Kansas City	69%	69%	69%	69%	70%	70%	71%	70%	70%	70%	70%	70%
Milwaukee	70%	70%	70%	70%	70%	70%	71%	71%	70%	71%	71%	71%
Winnipeg	77%	77%	77%	77%	77%	77%	78%	77%	77%	78%	77%	78%

	DECEMBER CORN.											
	Oct. 10.	Oct. 11.	Oct. 14.	Oct. 15.	Oct. 16.	Oct. 17.	Oct. 18.	Oct. 20.	Oct. 21.	Oct. 22.	Oct. 23.	Oct. 24.
Chicago	122%	122%	121%	122%	122%	124%	126%	124%	123%	124%	124%	126%
St. Louis	124%	123%	123%	123%	124%	125%	127%	126%	125%	126%	126%	128%
Kansas City	122%	122%	121%	122%	122%	123%	126%	125%	123%	125%	125%	126%
Milwaukee	122%	122%	121%	122%	122%	124%	126%	125%	123%	125%	124%	126%

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

CANADA.

Toronto, Ont., Oct. 20.—It now appears as if Canadian exportation of wheat will suffer thru the losses incurred by the heavy rains, thruout Western Canada during the harvest season. When the Government issued its report a few weeks ago saying that the yield would run close to 250,000,000 bus., it was stated that between 75,000,000 and 100,000,000 bus. would be available for export, leaving 150,000,000 or 175,000,000 bus. for home requirements. The consensus of opinion seems to be that the home requirements cannot be cut down.—B.

Toronto, Ont., Oct. 20.—Canada's total estimated yield of wheat for the year 1919 is now placed at 193,688,800 bus., according to the October bulletin from the Dominion Bureau of Statistics. This includes 174,687,000 bus. of spring wheat and 19,001,800 bus. of fall wheat. This estimate falls about 50,000,000 bus. short of the last estimate, but still allows a gain over the 1918 crop. The decrease is accounted for by continued wet weather at time of harvesting which caused considerable loss, and by the inroads of rust in Saskatchewan and Manitoba. Upon the acreage sown the average yield appears to be 10½ bushels in spring wheat, 23½ for fall wheat and 11¼ for all wheat. For oats the total yield is shown to be 399,368,000 bus.; compared with 426,312,500 bus. in 1918. This shows a decrease of over 65,000,000 from the last estimate. Barley shows a total yield of 66,443,500 as against 77,287,240 bus. in 1918. The previous estimate of the barley crop was 67,620,000 bushels.—B.

IDAHO.

Lewistown, Ida., Oct. 10.—This is the driest year we have had since 1905, but I still estimate the crop going thru this gateway at 75%, not bad for a territory that had no rain for 90 days.—Peter Muench.

ILLINOIS.

Pontiac, Ill., Oct. 14.—Our county had 70 per cent of last year's crop of corn; quality fine.—Paul A. Balbach.

Clarksville, Ill., Oct. 25.—New corn is good quality.—K. Durbin, mgr. Christian County Grain Co.

Boody, Ill., Oct. 25.—Husking has begun and yield is about 40 bu. per acre. Acreage of wheat sown this year about 60% of last year.—Otto F. Young.

Springfield, Ill., Oct. 22.—The week was cool, with several frosts. The frosts were "killing" in some places, but corn was beyond danger. Husking is general. Moderate rains fell over the entire state. Pastures are generally good. Wheat is growing nicely, but some in the south has not been planted yet on account of wet weather.—Clarence J. Root, Meteorologist, U. S. Dept. of Agriculture.

INDIANA.

New Castle, Ind., Oct. 14.—We have one of the finest corn crops this year we have ever had.—P. W. Millikan.

Goodland, Ind., Oct. 24.—The farmers here are busy husking. We have a good crop of corn and it is in good condition. The weather is fine. Cars are scarce.—Goodland Grain Co.

IOWA.

Livermore, Ia., Oct. 20.—Husking will start next week. weather too wet now. Think corn will run 30 to 55 bus. to the acre.—Max. A. Higgins.

Lake View, Ia., Oct. 24.—Corn picking has started here but not much has been cribbed yet. The quality and yield are good. We have had very bad weather here during the last two weeks.—Lake View Grain Co.

KANSAS.

Larned, Kan., Oct. 20.—Wheat acreage in this vicinity will remain about the same; all sowing has been finished.—T. H. Urton, agt. Rea Patterson Milling Co.

Stockton, Kan., Oct. 20.—We have had some very hard rains in this vicinity, and wheat in stacks is damaged to a great extent.—C. C. Randall, mgr. J. E. Rogers Grain Co.

MICHIGAN.

Pinconning, Mich., Oct. 24.—All crops are normal except oats and barley. Our principal crops are beans, hay and rye.—Kimball-Martin-dale Co., Walter Hess, branch mgr.

MINNESOTA.

Amboy, Minn., Oct. 25.—Crops very poor.—Amboy Grain Co.

St. Peter, Minn., Oct. 14.—We never had better corn than this year. It is ripe, good quality and yield, and large acreage.—E. J. Matteson.

Ormsby, Minn., Oct. 17.—Crops just fair; oats run from 12 to 25 bus.; corn picking begun, will run 15 to 35 bus. About 15% of our ground was drained out in spring.—H. H. Lunde, mgr. Farmers Co-operative Grain Co.

MISSOURI.

Sikeston, Mo., Oct. 14.—Crop of corn is 50%, too much rain early. Normal acreage of winter wheat.—D. B. Kevil.

NEBRASKA.

Moorfield, Neb., Oct. 20.—Corn is fair crop; not as good as anticipated.—Jas Pearson.

OKLAHOMA.

Trail, Okla., Oct. 23.—The new wheat crop is looking fine. We will also have a fair crop of kafir corn and mlo maize.—T. D. Guy Grain Co., T. D. Guy.

Gracemont, Okla., Oct. 19.—Good crop of corn. Plenty of moisture in ground to start us off well with spring crop.—C. A. Downing, agt. Chickasha Milling Co.

Oklahoma City, Okla., Oct. 19.—A slight improvement in the condition of corn as the result of timely rains. The condition of the crop was 73% normal compared with 71% October 1, 1918, and 32% October 1, 1917. The forecast is for a yield of 67,627,000 bus., or almost 3 times what was produced last year. In 1915, which was a good year for corn, 123,900,000 bus. were produced on an acreage about one-third greater than this year's. The yield of oats per acre for 1919 was 33%, compared with 24% in 1918. Total yield 51,872,000 bus., compared with 33,120,500 in 1918. Quality for 1919 was 88%, with the same percentage for 1918. Barley is increasing in popularity, due to a usual satisfactory yield, regardless of weather conditions. Average yield for 1919, 30 bus., compared with 18 bus. for 1918; 16 bus. for 1917 and 12.5 bus. in 1916. All crops in the last named year showed poor yields, wheat being only 9.7 bus. per acre; corn 13.5 bus.; rye 10 bus.; and oats 13. The production of barley for the last year was 421,000 bus., compared to 136,000 for 1918. Quality was 90%, compared with 87% for 1918.—Co-operating Crop Reporting Service.

SOUTH DAKOTA.

Yankton, S. D., Oct. 25.—New corn grading No. 4 to sample direct from the field.—Farmers Union Co-operative Co.

Dell Rapids, S. D., Oct. 16.—Some corn cribbed; husking will commence soon; crop good. Other grains only fair.—A. B. Gillette.

Mirand, S. D., Oct. 25.—We do not sow any rye here because of the low price and unfavorable weather for fall seedings. The farmers will return to raising more oats, barley and corn next year.—Farmers Elvtr. Co., Floyd S. Tanner, mgr.

Buckwheat Crop Reports.

Kitanning, Pa., Oct. 13.—The buckwheat crop is 10% less than last year and the acreage is about 10% less. The yield per acre is higher. Fifty per cent of the crop is threshed and in good condition.—D. H. Boarts.

Kitzmiller, Md., Oct. 9.—The buckwheat crop in this district is better than the average and is of excellent quality. The acreage is slightly increased over last year.—Rafter Mill Co.

Elmira, N. Y., Oct. 9.—As yet there is very little being done in the buckwheat market. Owing to the warm season, the flour is not in much demand and, on the other hand, the trade seems to think the price should be low and the farmers, in many cases, are holding the grain at \$3.00 per 100 lbs. and the dealer must purchase at about \$2.75 in order to see a profit.—John W. Ryan.

Burdett, N. Y., Oct. 11.—The buckwheat crop in this section is below the normal in acreage, but fully a normal yield. The grain is of very good quality and is being marketed very fast, causing a very short season this year for buckwheat flour. We look for most of the grain to be moved before Nov. 15.—Geo. B. Paterson.

Eaton, N. Y., Oct. 10.—There is about the usual acreage of buckwheat in this locality, and as far as we can learn the crop is in excellent condition. The grain filled well on account of the cool weather the last of August, and there was no frost until well into October, consequently the grain matured. Weather conditions have certainly been a godsend to the eastern farmer. We have one of the greatest crops of silo corn this country has ever produced, and the pastures are nearly as good as in June.—Eaton Milling Co.

Wyalusing, Pa., Oct. 15.—Threshing returns to date on buckwheat are proving very disappointing. In this locality we estimated an acreage of 80% of normal and had estimated a yield of 100% of normal. We believe the final crop will be little, if any, larger than last year, the quality depending on the weather during next week or ten days. It has been much too wet for threshing so far. Buckwheat is a reasonably profitable crop in this section, and the acreage from year to year depends upon conditions at sowing time. Average yield per acre of ten crops so far reported to us shows eleven bushels per acre.—Welles Mill Co.

Washington, D. C.—The buckwheat crop, as estimated by the Bureau of crop estimates, is larger than last year. The indicated yield from the condition on Oct. 1 for Pennsylvania was 6,813,000 bus.; for New York, 6,518,000 bus.; West Virginia, 945,000 bus.; Michigan, 907,000 bus.; Virginia, 628,000 bus.; Ohio, 622,000 bus.; Wisconsin, 613,000 bus.; Maine, 564,000 bus.; Vermont, 296,000 bus.; New Jersey, 260,000 bus.; Maryland, 296,000 bus.; North Carolina, 234,000 bus.; Indiana, 289,000 bus.; Minnesota, 287,000 bus.; Iowa, 237,000 bus.; Connecticut, 141,000 bus.; Missouri, 97,000 bus.; Delaware, 72,000 bus.; Illinois, 69,000 bus.; Tennessee, 67,000 bus.; N. Hampshire, 47,000 bus.; Massachusetts, 39,000 bus.; Nebraska, 35,000 bus.; total for the U. S., 20,076,000 bus.; compared with 1918, Pennsylvania, 5,850,000 bus.; New York, 4,725,000 bus.; West Virginia, 916,000 bus.; Michigan, 780,000 bus.; Virginia, 798,000 bus.; Ohio, 448,000 bus.; Wisconsin, 634,000 bus.; Maine, 420,000 bus.; Vermont, 294,000 bus.; New Jersey, 306,000 bus.; Maryland, 280,000 bus.; North Carolina, 234,000 bus.; Indiana, 360,000 bus.; Minnesota, 255,000 bus.; Iowa, 240,000 bus.; Connecticut, 152,000 bus.; Missouri, 91,000 bus.; Delaware, 82,000 bus.; Illinois, 71,000 bus.; Tennessee, 90,000 bus.; New Hampshire, 34,000 bus.; Massachusetts, 32,000 bus.; Nebraska, 28,000 bus.; total in the U. S., 17,182,000 bus.

THE QUINN-SHEPHERDSON Co. of Minneapolis is distributing a handsomely engraved poster which shows the interior of its office, trading floor and various departments. It also bears the portraits of the 41 employees.

A New Seed Company.

The United States Seed Company, with capitalization of \$500,000.00, which has just entered the field with headquarters at Chicago, promises to be an important factor in the purchase and sale of grass and clover seeds in this country.

Perhaps no company has ever entered more auspiciously the business of handling agricultural seed.

The officers of the new firm are: President, Charles A. Heath, for 37 years actively connected with The Albert Dickinson Co. Vice-president, H. W. Doughten, owner and president of H. W. Doughten, Inc., wholesale clover and grass seeds, New York, N. Y.; vice president, A. E. Reynolds, of Crabbs, Reynolds & Taylor Co., Crawfordsville, Ind., field seedsmen and grain merchants. Mr. Reynolds is also identified with the Grain Dealers' Mutual Fire Insurance Co., Indianapolis, of which he is vice-president. Harold A. Abbott, secretary, was associated for 21 years with the Dickinson people and organized and developed the large feed business of that company. A. C. Johnson, treasurer, and formerly connected with The Albert Dickinson Co., being in their employ for 20 years. As a trader and specialist in the field seed, Mr. Johnson has a practical knowledge of field production and seed merchandising attained by few seedsmen.

Other directors of the Company are G. W. Hales, president Hales & Edwards Co., and C. U. Snyder, of C. U. Snyder & Co., jobbers of molasses.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

CANADA.

Ft. William, Ont.—Receipts of grain at this market for the month of September included 16,013,726 bus. of wheat, 1,818,832 bus. of oats, 219,190 bus. of rye, 1,023,840 bus. of barley and 2,477,421 lb. of mixed grain; compared with 4,140,197 bu. of wheat, 111,683 bus. of oats, 43,460 of rye, 438,583 of barley and 863,660 lbs. of mixed grain received during the same month of 1918. Shipments for September in 1919 were 12,391,685 bus. of wheat, 1,865,550 bus. of oats, 71,720 bus. of rye, 720,527 bus. of barley, and 2,168,300 lbs. of mixed grains, compared with 2,146,144 bus. of wheat, 377,450 bus. of oats, 3,499 bus. of rye, 162,115 bus. of barley and 1,466,940 lbs. of mixed grains shipped in 1918.—C. Birkett, sec'y Ft. William & Port Arthur Grain Exchange.

IDAHO.

Lewiston, Ida., Oct. 10.—Farmers are thru delivering to elvtrs and warehouses in this locality.—Peter Muench.

ILLINOIS.

Pontiac, Ill., Oct. 14.—No grain is moving.—Paul A. Balbach.

Weston, Ill., Oct. 13.—Some old corn still in farmers hands, and they talk of holding it over.—C. E. Graves.

Jacksonville, Ill., Oct. 14.—Quite a little old corn, but farmers will not let go of it. Many elevators are full of weevil.—W. H. De Bolt, rep. Rumsey & Co.

Hartsburg, Ill., Oct. 12.—All old corn in from farms; few oats to be sold winter or spring as many farmers will scarcely have enuf for feed.—L. G. Hall, Hartsburg Grain, Coal & Lbr. Co.

Boody, Ill., Oct. 25.—The old corn is all out of the farmers hands here, but there is no disposition on the part of the farmers to part with the new crop at present prices. Wheat all shipped out and none in farmers hands.—Otto F. Young.

KANSAS.

Stockton, Kan., Oct. 20.—No threshing going on at present on account of wet stacks.—C. C. Randall, mgr. of J. E. Rogers Grain Co.

Larned, Kan., Oct. 20.—Wheat is moving freely; cars a little more plentiful; about 40% of crop moved.—T. H. Urton, agt. Rea Patterson Milling Co.

MINNESOTA.

Duluth, Minn.—Receipts of grain at this market for the month of September included 2,394,849 bus. of wheat; 81,158 bus. of oats; 2,767,237 bus. of rye; 367,930 bus. of barley; compared with 19,435,706 bus. of wheat; 556,115 bus. of oats; 861,275 bus. of rye, and 305,607 bus. of barley received during the same month of 1918. We also received 15,863 bus. of corn in 1918 but none so far in 1919. Shipments included 287,963 bus. of wheat; 20,167 bus. of oats; 1,219,000 bus. of rye; and 95,655 bus. of barley; compared with 4,410,101 bus. of wheat; 356,752 bus. of oats; 412,650 bus. of rye and 95,802 bus. of barley during September of 1918. We also shipped 1,558 bus. of corn but have had none to ship this year as yet.—Chas. F. Macdonald, sec'y Board of Trade.

NEW YORK.

New York, N. Y.—Wheat receipts from farms for the week ending Oct. 10 were 19,445,000 bus. against 26,535,000 bus. for the corresponding week a year ago. Wheat receipts from farms for the previous week were 24,187,000 bus. as compared with 27,559,000 bus. for the corresponding week a year ago. The total stock of wheat in all elvtrs. and mills is 288,320,000 bus. as compared with 262,905,000 bus. at this time last year. The total stock in all elvtrs. and mills the previous week was 281,671,000 bus. as compared with 253,337,000 for the same time last year.—U. S. Grain Corporation.

NEBRASKA.

Moorefield, Neb., Oct. 20.—Threshing almost done; considerable wheat yet to move, as elvtrs. can not handle on account car shortage.—Jas. Pearson.

Ogallala, Neb., Oct. 21.—We have handled about 250,000 bus. of grain since Aug. 18 and I believe there is almost that much more still to be delivered. Have a good prospect for corn.—Chas. Snoddy, mgr. Leypoldt & Pennington Co.

OKLAHOMA.

Gracemont, Okla., Oct. 19.—Corn coming in slowly. Farmers picking cotton.—C. A. Downing, agt. Chickasha Milling Co.

SOUTH DAKOTA.

Mirand, S. D., Oct. 25.—The wheat here is only about half marketed.—Farmers Elvtr. Co., Floyd S. Tanner.

TOLEDO, O., Oct. 25.—October liquidation will be the chief feature in clover seed next week. There are still some October shorts and longs. Which will become the most anxious? There have been some deliveries this week. More are expected next week. Some longs are selling their October and buying distant futures at the discount. October is very sensitive which is natural so near the end of the month. After next week receipts and imports will be the important factors. Imports of red since July 1st have been 30,000 bags, much larger than usual for the time of year. Imports are generally not liberal till November or December. They are usually around 50,000 bags for the entire season. Europe has a short crop, but she needs our money. October timothy shortage has been mostly filled by delivery. Fluctuations continue very small. Stocks are still increasing, but much is discounted in the price. Export demand continues disappointing due to the foreign exchange situation.—C. A. King & Co.



G. I. Christie, Lafayette, Ind.,
Supt. International Grain & Hay Show.

Big Premiums at Grain and Hay Show.

Plans for the International Grain and Hay Show, which will be held in connection with the International Live Stock Exposition at Chicago Nov. 29th to Dec. 6th have been definitely outlined by representatives of all middle western states, with the com'te of the Chicago Board of Trade having this Show, and the distribution of the \$10,000.00 in cash premiums offered by the Board of Trade, in charge, and the management of the Live Stock Exposition. It is thru the generosity of the Chicago Board of Trade in appropriating this \$10,000 to be offered in cash premiums that the holding of this Show has been made possible.

A large number of exhibits of wheat, oats, corn, barley, rye and hay may be expected. Arrangements have been completed for a feature exhibit showing a model farm of 160 acres properly arranged with growing crops and live stock which will show the desirable location and arrangement of farm buildings, fences, etc.

The management will also arrange for other attractive educational feature exhibits. The following states will place educational exhibits at this Exposition: Michigan, Wisconsin, Minnesota, Iowa, Illinois, Indiana, Nebraska, Kansas, Kentucky, Oklahoma, South Dakota.

The United States Government will place a mammoth exhibit, as will the Canadian Seed Growers' Ass'n. It was also decided at this meeting to make an additional class for single ears of corn. Prizes will be offered in each of the six regions for the best ear of corn and a handsome trophy will be awarded for the grand sweep-stakes ear of the entire show.

The management has also planned to secure trophies to be awarded for the best sample of corn, the best wheat and the best sample of hay.

A meeting of all representatives of grain growing, crop improvement and corn growers associations will be held in connection with the Exposition Tuesday, Dec. 2.

G. I. Christie, of Purdue University, Indiana, has been appointed Superintendent of the Show. Prof. Christie has had a wide experience in public work and has been closely identified with the large agricultural movements of the country. He was appointed Assistant Sec'y of the United States Department of Agriculture by President Wilson for the period of the war. He has been sec'y of the Indiana Corn Growers Ass'n since 1906, and has conducted annually large and successful corn shows. He had charge of the Indiana agricultural exhibit at the Panama Exposition. Prof. Christie is acquainted with the leading grain and hay men of the country and will be able to enlist their co-operation and support for the International Grain and Hay Show.

Geo. S. Bridge is chairman of the Board of Trade Com'te, the others members of which are J. W. McCulloch, A. V. Booth, Lowell Hoyt, Frank B. Rice, J. C. Murray, E. C. Butz, J. J. Badenoch and E. H. Bingham.

Exports of Grain Weekly. Bus., 000 Omitted.

	Wheat.			Corn.			Oats.		
	'19-20.	'18-19.	'19-20.	'18-19.	'19-20.	'18-19.	'19-20.	'18-19.	'19-20.
July	5....1,504	539	20	910	693	2,187			
July	12....3,851	382	23	731	1,617	1,841			
July	19....3,393	144	93	571	757	2,482			
July	26....1,112	413	45	103	1,142	2,581			
Aug.	2....3,067	543	9	219	2,319	2,614			
Aug.	9....3,651	1,419	74	182	891	1,656			
Aug.	16....2,620	1,809	44	673	1,584	1,437			
Aug.	23....4,445	3,504	67	135	2,141	1,438			
Aug.	30....6,072	2,938	264	253	1,576	1,027			
Sept.	6....3,848	3,452	118	153	1,474	1,125			
Sept.	13....7,475	3,739	42	375	1,411	2,356			
Sept.	20....6,343	4,409	148	145	1,358	3,657			
Sept.	27....4,690	5,088	29	289	557	2,914			
Oct.	4....5,917	5,532	33	153	1,422	2,704			
Oct.	11....2,485	4,078	23	52	1,007	2,439			
Oct.	18....2,830	4,200	18	38	1,164	4,478			

Total since
July 1, '18 260,878 166,286 10,474 37,146 115,532 164,917

Work of the Grain Corporation

From an address by U. S. Wheat Director Julius H. Barnes before the Grain Dealers National Association at St. Louis

This annual conference marks the third milestone along the way of Government grain control made necessary by the Great War.

We meet today under national and worldwide conditions which may well sober the most unthinking. The Chief Executive of our country lies unable to discharge the pressing duties of his office.

Wisely or unwisely, he is personally the head and front of the demand for ratification of a world peace treaty without whose ratification the orderly processes of national and international trade must remain partially suspended.

In 1917 I presented to you the various steps which the Food Administration had taken through its agency of the Grain Corporation to make effective the control and stabilization of the wheat price and the elimination of war-hazards in the handling of wheat and other cereals. Without experience or precedent to guide, those steps were framed to preserve and stimulate production, to insure such equal distribution and such fair price assurance that industrial content, maintained at home, would release the energies of our people in the prosecution of a righteous war.

In 1918, a year ago, I again conferred with you, reciting the experience of the intervening year, pointing out in what manner the year's effort had been effective. At that time, a year ago, we were, undismayed, facing further efforts and further sacrifices for the war. The war had not then culminated in the decisive collapse of Germany which shortly followed.

Conferring again with you today, almost a year after the Armistice, I can not, with sincerity, express my pleasure in meeting you in this capacity nor my satisfaction that it is necessary to address you as a public officer with any measure of war control still to be exercised after that war is won.

I did not believe in the guarantee price for wheat by law. Neither the advice of Mr. Hoover nor myself was asked when Congress, in its wisdom, decided on that guaranty as the national assurance of production. I believe there are more flexible and more natural means of production stimulation. But the pledge, once given to our producers, must be carried out without question and as good citizens, responding to the express request of the President, the gentlemen associated with me in the Grain Corporation and myself have, greatly against our inclination, assumed another year of public service.

I do not need to tell you that the entire atmosphere in which we must administer the functions of this office have altered for the worse. The war motive to sacrifice has gone. Resentment against restrictions justified only by war conditions, might easily increase to violent opposition.

It is a pleasure to me to bear testimony, that to a large extent, and with few exceptions, the same co-operative spirit is manifest today as in the days when every restriction and every limitation was cheerfully observed in the prosecution of a righteous war.

As good citizens, you will approve, I know, our determination that, having accepted service, we shall play our part to the best of our experience and ability and, as good citizens, you will respond for such call as we shall find necessary to make upon you.

No one recognizes more clearly than myself the evil effect of the injection of government control into business after the war. No one recognizes more clearly than myself the necessity of patient study and examination, of thoughtful and well-considered action, that, under these conditions, we shall cause as little distress as possible.

No single agency, Governmental or otherwise, of nation-wide scope and necessarily therefore of rigid structure, can without a measure of injustice and consequent distress or loss fix an exact and undeviating relation of markets, of sections, of grades, and of qualities. It can minimize these evils and can by policies that permit the widest and most flexible play of competitive individual judgment, secure the nearest approach to the free trading which best serves the public interest, when war's exigencies have passed.

I am convinced that, at the earliest possible date, the injection of rigid Government interference into a great trade should be terminated.

At the earliest possible date the broken and disused trade connections should be encouraged to re-knit. At the earliest possible date the facilities that, when the Grain Corporation is withdrawn, must carry a great marketing movement, should be taught to function.

Studying this question from a nation-wide responsibility, recognizing the far-reaching influence of any deviations from uniform principles and policies, it is not always easy to ascertain the exact time nor the proper steps which lead to this desired functioning of pri-

trate trade in place of Governmental. The trades should have this in mind, however, and their policies should be framed with full knowledge that such restriction as, for instance, the Import and Export Embargo, existent for the past two years, should be withdrawn at the earliest practicable moment and possibly necessarily without other advance notice than can thus be given.

The fabric of international trade has suffered many shocks, almost fatal in their effects. The importing trades in no country abroad are yet capable of carrying the burden of overseas imports in the great volume of a nation's need and under the strain of high price levels whose partial collapse for any reason, would destroy private resources. They must be helped and strengthened by the strong arm of those Governments. Probably long after our exporting trades are prepared to resume their function, the foreign importing trades will still be unable to stand, unsupported, for their full duty.

Meantime, it has been our conception that we should serve the public by placing before it the exact information which comes to this office. The Weekly Reports of 7,000 millers and 17,000 dealers furnish more accurate trade information than has ever been possible and this is placed, weekly, through the public press, for the guidance of every interested citizen.

For the first time in the age-long dispute between buyer and producer we have by contract with the millers and dealers set up a simple arbitration machinery for the settlement of disputes as to grades, dockages, or prices. We have made it possible for the aggrieved producer, by the expenditure of a 2-cent postage stamp, to submit his cause for arbitration to the disinterested Grain Corporation officers and the dealer has by contract bound himself to abide by such decision.

I recognize that much of this crop has sold at prices above the guarantee basis, and we have no duty to pass upon any price except that it must be fairly representative of not less than the guarantee basis, yet it is, I think, gratifying evidence that the great majority of the grain trades desire to deal fairly and justly that out of four and one-half million wagon-loads of wheat marketed to date, we have had this appeal on less than 300 cases.

Grain Dust Explosions: We have placed within reach of the Grain Trades the very excellent investigation work of the Department of Agriculture as to the cause of grain dust and mill explosions. There is a remarkable story here. From September, 1917, to May, 1919, during two years of extra war hazards, when underwriters required extra lights, guards, barbed wire fences; when the Grain Corporation had enormous values at stake—at one time as high as \$360,000,000; the record stands that the Grain Corporation lost not a dollar by fire.

I attribute the reason for this remarkable showing largely to the system of card pledges, signed to the extent of 45,000 by the employees of these warehouses and mills, pledging themselves to observe the few simple rules that spell security and to see that their fellow workers did the same. I am confirmed in putting this emphasis on the practical worth of that moral obligation by the fact that with the relaxing of this war pledge began a series of disastrous explosions, occasioning loss of life and property.

We are maintaining at considerable expense the field work of experienced men in investigating and advising elevators, warehouses and mills, and while we have no authority to enforce their recommendations, it is inconceivable that this valuable service should not be used by the trades and safety secured.

I mention these particular phases of our activities, for I wish to impress upon you that we desire to be helpful and sympathetic, even while we discharge with fidelity the obligations of our office.

Results of Food Control: You have a right to weigh the results of two years of food control of Food Administration policies in this country and to see whether in their contact with the various sections of our people and the various industries they have been sound and helpful. During the war period, for instance, making effective the fair price between producer and consumer recommended by the President's Independent Price Commission, it is now a matter of history that the "fair price" was a stabilized price.

It is not yet generally appreciated that the effective maximum price control was the right to requisition for purposes of common defense and that, with the armistice, the motive of common defense was eliminated and maximum price control vanished. But the record stands that during actual war, the price was stabilized. Who shall say how much of the concentrated war prosecution energy of our people

was released in other directions by the assurance that the staple foods were fairly controlled in the interest of all our people?

That "fair price," stabilized as it was, was also an attractive and stimulative price to the grower, as shown best by the extraordinary wheat acreage increase.

The Food Administrator and his assistants never lost sight of the importance of preservation of production. We know the relative importance of the great basic industry of agriculture.

We knew the census of 1910 gave the value of productive farm property in this country at 41 billion dollars, against 18 billion for manufacturing, 17 billion for railways, and four billion for mines and quarries.

But we know also that the annual agricultural yield of six billion dollars in 1910 had increased to ten billion in 1914, and to twenty-one billion in 1918, and that showing indicates the Food Administration, touching that basic industry at many points, was not restrictive or oppressive. Rather, together with the increase in the acreage of the ten principal crops from 297 million acres in 1914 to 326 million acres in 1918, it showed those policies to be stimulative to a high degree.

Judging those Food Administration policies also from the standpoint of the consumer, we find this to be true:

That in the case of wheat, as compared with 1913, before there was a war influence of any kind, the farm value of wheat increased 165 per cent. The retail price of flour increased 118 per cent; and the retail price of bread increased only 75 per cent.

Moreover, this same relation is true as to the twenty-two standard foods recorded monthly by the Bureau of Labor Statistics and representing the food commodities in general use. The Labor Review, of August, 1919, in its monthly tables shows that, from June, 1913, to June, 1919, farm products increased 130 per cent; the wholesale price of foods increased 101 per cent; and the retail price of foods increased only 88 per cent.

Moreover, the healthy condition of the trades engaged in the translation of farm products to ultimate consumer show that the Food Administration policies, by the very elimination of extra hazards and by the security which those policies afforded, actually reduced the spread between farm and table.

I lay particular emphasis upon this, the official record, for it is so contrary, as to foods, at least, to the popular impression that there is an increasing toll taken by every handling facility, and particularly the retailer.

If we are to intelligently correct those undoubted evils that accompany the expanded cost of living we must get the exact and correct data on which to base our remedies.

Not an Instance of Successful Price Fixing: I am particularly disturbed to see how general the conception is that price fixing by law can make the necessary corrections. Price fixing, as popularly suggested, has always failed and will always fail. Price and distribution must go always together. Flexible and relative prices have always been the motives which influenced and secured distribution. Trade margins in times of emergency may be perhaps directed and controlled by constituted authority, though always with great care that the trade facilities themselves be not utterly destroyed.

Price fixing outright has always had certain results, only: The utter destruction of production, driving out of the market entirely the article on which prices are fixed, or the segregation of trade in that article into illegal or illicit channels. I speak thus strongly so that no one shall point to the Grain Corporation as an instance of successful price fixing. For it was not that. The Grain Corporation was a great trader, larger in the magnitude of its transactions than generally appreciated, dominating the market as a legalized monopoly.

Profits of Grain Corporation: In two years the Grain Corporation turned over food products to the value of 5½ billion dollars, larger, I think, than the financial transactions of any American organization, not excepting the Steel Corporation.

In that two years it shipped overseas over two billion dollars worth of food products. It was established as a great agency to stabilize the food prices for our own people and to secure maximum surplus food contribution overseas to our allies. In that conception it tried to administer these enormous transactions so that no profit would attach to those services. I am glad to report to you and to the American people that the profit of about twenty million dollars actually accrued after two years' operation is almost exactly the profit taken on that portion of the business which could be assigned to neutrals. As to neutral business, we had a conception that these neutrals, generally, were selling to us and our Allies their ocean freight carriage at enormous ocean rates which the war necessities of ourselves and our Allies forced, and that in return we had a right openly to demand a national profit in the portion of our business which we could, in justice, allot to them at all.

I submit to the approval of good Americans the soundness of both of those policies, namely: A profit on neutral business, and no profit whatever on the resales to our allies and to our own people. So far as is humanly possible

in the complexity and magnitude of its operations, the Grain Corporation has been able to adhere to both.

Not a Price Fixing Agency: I have made clear that the Grain Corporation was not a price fixing agency in the sense of fixing prices by law for others to trade upon. Much the same explanation attaches to the other foods stabilized by the Food Administration. The Sugar Equalization Board bought the entire crop of the island of Cuba, arranged by agreement for a refining margin upon that raw sugar and for the reflection of its own purchase price through the various trade facilities by license regulation prescribing handling charges, and not prices. Rice and oils were stabilized by great trade agreements with producers, refiners and handlers, and not by price edict.

Again and again for the past few months I felt it my duty as Wheat Director, with adequate supplies of wheat at home, to press upon our people the fact that they had at hand the means of an immediate reduction in the household budget. I have pointed out that our flour consumption for the past year sank to 171 pounds per capita, against a pre-war normal of 235 pounds. I have emphasized that the mere restoration of flour consumption to the normal would save one million dollars per year. And I am glad to say that I see every evidence that this truth is being appreciated, and acted upon.

Since the beginning of this crop year, and to date, the flour consumption of this country has exceeded the similar period a year ago by five million barrels, and it is probable that the bulk of this represents an increase in domestic consumption. The increase to this extent of the cheaper wheat flour, and the displacement of higher priced foods thereby, would cumulatively increase that relief by the reduction in rice on these other foods which would follow their lessened use. The fall in the price of such foods as has taken place in the last sixty days also would seem to again confirm that the American household, with its usual common sense, is helping to solve its own problems.

A resale price of wheat lower than the guarantee basis.—Pressure on this office since the legislation of last March has been so continuous and severe that we should announce a resale reduced price of wheat and assess the difference on the National Treasury.

The legislation passed by Congress to make the guarantee effective included the extension of war powers and the extraordinary appropriation of one billion dollars. It was assumed at that time that our whole problem was the purchase of an enormous crop of wheat at the guarantee price in the protection of the producer's pledge, and that the resale policy of such accumulation could be directed effectively by the National Agency.

I think I may claim that the authority in the Act and the Appropriation were both on my recommendation. I conceived that the National Agency had not only the obligation to make the guarantee good to the producer but also an obligation that the consumer should be able to buy his flour and bread at such price, as nearly as possible, representing a price uninfluenced by the guarantee. If it had developed that the world price of wheat was clearly below the guarantee, then the Wheat Director would, in making the guarantee effective, have secured most of this crop of wheat and would have directed its resale to our consumers at that world price, charging the loss to the National Treasury as the liquidation of a war contract.

But when it became apparent through crop losses that the world price was clearly not less than the guarantee basis, then that rightful obligation to the consumer vanished. When it became further apparent that buyers in this country other than the Grain Corporation were willing to absorb the producers' wheat at above the guarantee basis and the National Agency therefore could not purchase, then legislation, made on the assumption of securing the crop solely by purchase, became totally ineffective. There is, today no effective control of the maximum price of wheat except the natural pressure of the crop and that pressure has not been severe enough for all wheat, or even the bulk of the wheat to land in the hands of the Grain Corporation.

An effort today to name a resale price of wheat would be probably ineffective. If, as was desired months ago, a declaration had then been made by the Wheat Director establishing a definite resale price of wheat, the futility of it would have, today, made that office a laughing stock.

As a general economic principle, corroborated by the experience of Britain, France and Italy, who have tried the contrary, I hold that when the price of a commodity is artificially and arbitrarily based, that commodity thereby loses immediately its natural influence on other commodities and the relation is definitely broken.

The price of bread maintained abroad artificially low, at great expense to their national treasuries, has had no influence whatever on the prices of related foods which have soared to new heights, perhaps even exaggerated by the very artificial cheapness which was expected to sympathetically affect them.

Believing as I do the far-reaching and disastrous effect which such artificiality would have on production and distribution, I do not believe any man in this country should have the right to name an arbitrary and artificial price on one of the staple foods.

The moment you eliminate as the measure of value the supply-and-demand factor, ascertained as accurately as possible, then you have entered the realm of pure theory and dangerous practice. If \$1.50 is in the public interest as the price of wheat, would it not be increasingly in the public interest to make it even lower, say \$1.00? And if \$1.00 is a great social boon, would it not be better to give wheat away entirely? You can see the absurdity of such reasoning—you can appreciate the menace to the sturdy self-respect of our people.

More dangerous is the constant menace to production. No matter how completely the guarantee is made effective for the present crop, the producer of wheat, having before his eyes the lower consumption level of the product of his wheat, could not but be affected in his production plans.

Abroad, artificially depressed bread has been met by artificially inflated wheat guaranties until the vicious circle is choking the economic life of those countries. In all conscience I could not consent that this should be fastened round the throat of America. The way to real and lasting relief lies solely through adequate production. This is beginning to be so generally recognized and so generally expressed that there is danger its vital meaning be lost by reiteration. Adequate production, agricultural and industrial, will solve our problems as nothing else can do, and until our people learn the truth of that, there will be much distress and much unrest.

I picture it to myself this way, and perhaps this illustration will help you to get a clearer comprehension of what it means: If there were a self-contained community of ten men, producing and consuming for that self-contained unit, and if by reason of shirking or for other cause, the production shrank to nine articles of general use, would this not be the result: That on the part of some there would be an effort to provide their own requirements. On the part of others, to anticipate for a profit the shortage that would finally develop. On the part of others, an alarm that they may not be provided and an attempt to protect themselves by payment of premiums before the certain exhaustion of supply, and would not all these factors cumulatively increase the price, inviting all manner of speculation in anticipation of that price increase?

If, on the other hand, those ten men produced eleven articles, would the result not be such ease of mind and re-assurance of adequate protection of consumers' needs that there would be naturally set up the orderly and normal marketing process, and without undue burden?

Now, you may multiply these ten men by ten million, and multiply the simple articles of such a small community into the thousands of complex articles that such a vast community must use, and, consciously or unconsciously, by indirect influence or by direct purposeful planning, the result would be the same. Thus today the result of inadequate production in many lines is the root of many of our evils.

There is a vacuum here and abroad in many of the real needs of civilized existence. This vacuum results from the partial starvation of commodity markets by diversion of production energy during years of war.

To overcome that vacuum and restore the normal supply and normal processes of life requires an intensity of effort on the part of all workers, whether of head or of hand. No man has a right today to shirk his part in reinstating the balance of world except for the most vital of grievances. Industrial relations never seemed more difficult of proper solution than today, but they will be solved with the same sanity and common sense and fairness that has marked two thousand years of real progress in human rights. It is important, however, that in reaching this solution, in the false starts and wrong methods that may first be tried, there should be laid no foundation for future strife and bitterness if that can be avoided.

I lay especial emphasis on this, for I am reminded that less than six months ago, in this city, there was held a convention of the Chamber of Commerce, under radically different industrial and economic conditions than exist today. I recall that, with a broad vision of the obligations of employers as good citizens, that convention expressed itself in no uncertain terms and in a manner that met widespread approval, calling upon employers, everywhere, to facilitate the reabsorption of the released soldiers into industry.

Six months ago every American agency was devoted to the task of readapting industry from war production to the ordinary uses of commerce in such a manner that there should be full employment for the men released from service. Only a few days ago the War Department officially stated that, of the four million men released from service, less than four thousand were still unplaced in industry. I state it with full conviction that the public spirit and sure enterprise of our people has facilitated that kaleidoscopic change of the last six months.

I state also, with full conviction, that we would be blind, indeed, if we did not see the signs of a change in the preferential position in world trade which facilitated that fortunate re-absorption. For four years we have sailed on the easy current of a world trade supremacy because our competitors were engaged in war-making and not in trade competition. This trade supremacy culminated for the fiscal year ending July 1, last, in an excess trade balance of four billion dollars. We shall hardly see its like again.

Pre-war export figures of our chief competitors show that the export value per capita per year stood as follows:

Great Britain	\$45.00 per capita
Germany	27.00 " "
United States	12.00 " "

To me those figures speak of generations of export trade experience and energy, of familiarity with foreign trade in every phase, of the knowledge how to obtain and how to retain foreign trade on which their own industrial activity was based.

To be sure we have acquired some advantages during the four years of practical monopoly which we have enjoyed. Our nationally-owned merchant fleet has increased from 4½ per cent of the world total in 1912 to 25 per cent today. We have acquired national credit and banking resources which will stand us in good stead. It will be, however, a severe strain on American organization, resourcefulness and energy if we shall retain the overseas trade which mainly enables us to maintain our intense industrial activity and our higher wage-scale.

The normal tendency and desire of man is for orderly employment and its productivity. Last May, in conjunction with the Department of Agriculture, we sent investigators through Europe, covering 5,000 miles through central and southeastern Europe, across Austria-Hungary, the Balkans, Russia, Poland Czechoslovakia and Germany. They brought back the report that 90% of the arable land in Europe was in cultivation five months after the armistice. Remember that this was a district stripped, by five years of war, of its normal supply of work animals and tools and that this extraordinary showing was therefore made in the face of unusual discouragements.

In the industrial centers, re-employment is slower because the facility of employment, the factory, must have raw material, and that is



Julius H. Barnes, New York, N. Y.,
Wheat Director.

difficult to obtain, with finance, transportation and commerce disorganized. But the normal desire of man in the centers of population is, I believe, the same as that in the agricultural districts: that they may be allowed to work and produce, and the difficulties that delay that consummation will be gradually solved.

Recall, if you will, the press reports of last January and February about the apparent collapse of organized society in so many centers of Europe. Compare those reports with what you know today of the gradual reinstatement of the agencies of civilized existence. Give full weight to the fortunately sound and healthful instincts of mankind for orderly society, but take an especial pride that the re-establishment of order was especially facilitated by American vision and American effort. It required American genius to stretch across war-torn Europe that organization of Army officers and civilian volunteers to whose efforts is largely due the salvation of European civilization.

Where communication of all kind had broken down, American organization stretched the web of telephone and telegraph wires in such effective operation that the Supreme War Council often used that commercial system. American organization, by authority of the Supreme War Council itself, operated railways and canals and, across conflicting and jealous boundaries, distributed American food and supplies, restoring faith and hope and courage. The black shadow of famine was driven back to Russia itself by American food and American distribution genius that overcame all difficulties. American organization, under authority of the Supreme War Council, distributed coal, the life blood of Europe, and again across conflicting and warring frontiers, creating in Europe the fullest activity possible and materially aiding the reinstatement of employment and the social order that follows employment.

And the head and front of all that American organization—the personification of the ability and devotion which it typifies, the outstanding figure in the reconstruction period of stricken Europe, was he under whom we have delighted to serve—Herbert Hoover.

I recite as typical of the character of this leader that, amid all the many cares of these complex duties, he had an eye to note and the heart to feel the condition of the children of Europe. With the same practical helpfulness there is being fed today in Europe four million unfortunate children, and in the American fashion—sympathetic, but effective. Every child not over twelve certified by competent medical authority as being underweight or underheight or of clouded mentality, receives an extra meal a day especially suited to such children—milk, cocoa, and cereals. The record of that vast philanthropy is that in the average, from ninety to one hundred days, these children are restored to their normal birthright of health, wrenched from them by the savage hand of war.

Americanism still lives here and abroad. The land that registered fourteen million men for military service without disturbance and the land where twelve million housewives by voluntary effort accomplished miracles of food conservation, keeping our allies in the war until we could come to their aid, has not lost that idealism overnight. It seems to me the American way that we have helped to rescue and free these people abroad, that we have restored their children to health and strength, and that it is the American way now to establish their boundaries and status, to facilitate the credits and furnish the raw material that revives their economic existence, capitalizing their character and their future resources in this time of desperate need and that it is the American way also to take those people by the hand, protect them and guide them in their present halting steps until they have learned to walk upright in the society of nations.

THE REGINA, SASK., Board of Trade has decided that a name more national in scope should be selected to take the place of "Manitoba hard" and the western members of parliament have been requested to bring the matter to the attention of the government.

NO WHEAT FLOUR was bot by the Grain corporation last week because of the congestion of wheat flour stocks at the many Atlantic seaboard ports. The congestion is partly due to the reduced supply of ocean tonnage. The grain corporation will not buy any more flour so long as the present unsettled conditions are maintained.

WHEAT EXPORTS for August were 12,940,581 bus.; compared with 15,119,873 bus. in August, 1918. The total amount of wheat flour exported was 1,637,668 barrels, compared with 972,470 barrels in 1918. A large quantity of this flour was exported to the United Kingdom; in August 679,319 barrels valued at \$7,442,845, against 327,212 barrels valued at \$3,674,591 in August, 1918, as reported by the Bureau of Foreign and Domestic Commerce.

Fire Prevention or Loss Relief?

(From an address by C. A. McCotter of the Grain Dealers' Fire Insurance Company before the Grain Dealers' Nat'l Ass'n.)

Ninety-five percent of the insuring public looks upon insurance as a form of relief in the hour of calamity. They have been educated to this idea by the insurance fraternity offering that service only. The work of the insurance companies has been as a collecting agency from the many to make disbursements to the unfortunate few.

The fire insurance companies have done a wonderful work in the United States in collecting and disbursing more money per capita as insurance relief than has been done in any other country of the world. The grain business of the United States has been one of the heaviest contributors and one of the largest beneficiaries. It is a fair estimate that in country elevators alone there is an annual fire loss of five million of dollars, of which seventy-five percent is covered by insurance.

The recent war brought into the lime-light the importance of the grain business. As the food supply was an important problem under the stress of war, so also will it be of importance as an economic factor in the period of reconstruction. The country grain elevators are the country's store-houses, in each of which is the product of from 300 to 3,000 acres of land, or the annual food supply of from 1,000 to 10,000 people.

The food regulations of the war period and of the present are evidence that there is a moral obligation on the part of those having these supplies in trust to conserve them, and that the obligation extends to the grain business as a whole. To meet the present and the future requirements of world-wide distribution, the grain business must be conducted economically.

Successful competitive conduct of a business depends upon the item of expense. Expenses are logically an investment for the advantage of the business, but when the expense is not a factor in production, it forms a burden. The fire losses of the country are a burden upon business, being ultimately incorporated in the cost of conducting the business. Therefore, the fire losses of grain elevators, whether distributed by the collection of the premiums, or borne by the individual, are a handicap to the successful conduct of the grain business, and the insurance cost is quite correctly considered a burden. Insurance is the third or fourth item of expense in the conduct of the grain business, thereby forming an important factor in meeting the problem of world-wide competition.

Probably no other item of expense connected with the country elevator is so possible of reduction as is the reduction of fire losses and the corresponding reduction in the insurance cost. The oft-repeated statement that 80% of fires are preventable is correct and to a great extent has been proved by the work of the mutual fire insurance companies.

Fire Prevention: Only in recent years has preventive work been recognized by insurance companies and co-operation been given by the public. Life insurance companies have recognized that educational methods as to preserving life are a financial benefit through prolonging the premium paying period of the policyholder. The methods followed by workmen's compensation companies in preventing accidents preserve the economic service of the experienced workmen and make the preventive cost less than injury relief.

The inspection work done by the fire insurance companies during the war, under the auspices of the State Councils of Defense and the Fire Marshals and with the co-operation of the elevator and the flour mill owners, resulted in a reduction in the fire loss far greater than was the cost for the work. That inspection work as an economic factor is now recognized by the fire insurance companies and needs to be adopted by the grain business to its advantage. While the causes of fires are numerous, most of them are entirely within the control of the individual owners.

There is one source of losses that needs the attention of the grain business as a whole. While it is recognized in the various forms of liability, such as workmen's compensation, that a business must be responsible for loss or injury due to its own negligence, the railroads are taking advantage of present laws to evade their responsibility. This refers to the conditions imposed in leases for railroad sites and side-tracks, under which the lessee is made responsible for every loss to the full extent of every fire.

There are two sides to every question, and undoubtedly the railroads have been driven to the course taken, by the carelessness and the indifference of many who do business on or adjoining the right-of-way. Under present practices, the financial burden and expense for fire losses caused by railroad operation is shifted from the cost of railroad operation, covered by the freight rates, to a cost to the grain business, covered by the expense of insurance plus the individual loss. If equity were carried out,

not only would such losses be materially reduced, but the burden would be placed where it belongs. There is an obligation on the part of both parties to the lease.

Elevator Fire Losses: Statistics gathered by a mutual fire insurance company making a specialty of country elevators show that during a seven-year period when the majority of the elevators insured had wood sides and shingle roofs, the losses from railroad hazards were 10.7% for elevators for each ten million dollars of insurance, and that during a second seven-year period when the majority of elevators insured were iron-clad with non-combustible roofs the annual loss was 2.6% for each ten million dollars of insurance.

In fact, with one exception, the records show that all railroad hazards and lightning losses have occurred on shingle roof, wood-clad buildings. It is a logical inference that if all buildings on or adjoining the railroad right-of-way were metal-clad and had non-combustible roofs, then the railroads could well be made responsible for their own negligence in such fires as did occur. A further advantage of metal-clad construction is that lightning losses to country elevators are second to locomotive spark hazards in amounts, but that the metal-clad, metal roof buildings are rarely damaged by lightning.

The Grain Dealers National Ass'n seeks a benefit to the individual through action taken by the organization. In the past there has been an inclination to overlook fire prevention and insurance, in the grain business. But when we take note that for the past nine years, ten mutual fire insurance companies on grain elevators and flour mills paid for railroad hazards over \$1,100,000 and for lightning, over \$700,000, and for all causes, \$13,000,000, and recognize that these amounts are but fractions of the total of all such losses, we must acknowledge that the cost of insurance and the need of fire prevention are large factors in the grain business of this country.

Some of the problems like the railroad hazard can be handled only collectively, while other problems are those of the individual through educational methods. In the past, the individual has paid his premium to secure relief in the event that a calamity happened. That relief or indemnity has not been equal to the value of the property as a going business, so that logically more benefit results for the premium that the insurance company uses to prevent the loss, than when used merely in loss payments.

Fire prevention as a service has not been a feature of the fire insurance companies. Inspections and rates have been the work of the insurance companies for their own selfish benefit. While the property owner is the maker of the hazards in his construction and house-keeping, and has control of the property more days in a year than an insurance company can give it minutes, yet nowhere can he get as good advice and assistance in the preservation of that property as from the insurance company.

Luckily the country grain elevator is not helpless in securing experienced insurance service. There are mutual companies devoted to the class, which have data regarding and measures of prevention for every hazard that has been the cause of fires. The service of experienced men with those companies is available to every individual in the country grain business. Several thousand country grain dealers have used those companies with a result in savings greater than the amounts that the companies have paid for losses. The savings represent property that is still standing and doing business due to the methods adopted by the policyholders of those companies. The savings, it might be figured, have gone to the individuals, but the burden of paying for losses has been saved to the body of policyholders as a whole.

Many theories are to be advanced for changing present conditions from abnormal back to normal, but the solution in many businesses, including the grain trade, is going to be through increased efficiency in preventing waste. The country grain dealer has a moral obligation, in handling the product of the farm and the food supply of the people, to prevent losses that are within his control. The obligation extends to the grain trade collectively, for it can fulfill its mission profitably under the world-wide competitive conditions only by reduction in the cost of operation. The annual loss of several millions of dollars that is now spread over the business through insurance is probably the largest unnecessary expense, and the one easiest to reduce.

The insuring public must be corrected in its supposition that the indemnity for loss comes out of the insurance company, and that if the policyholders pay the small premiums they have shifted the responsibility on to the insurance company. Lack of responsibility breeds neglect, so that the very fact of insurance has led to more fires than would occur if insurance

did not exist. It needs the interest and leadership of organizations like the Grain Dealers National Ass'n to re-educate its membership to the true understanding of the problem. Then a greater service should be demanded of the fire insurance companies than the mere matter of indemnity.

The grain business and insurance are so closely interwoven that their mutuality of interests should be recognized. Excessive fire losses are of as much injury to the policyholder as to the insurance company, and contrarilywise fire prevention, under which the insurance company as well as the grain dealer can do business at a less cost, is of benefit to both.

In these times when advanced ideas are advocated and needed, among the important problems for the grain trade to decide is whether the great fire waste and corresponding high insurance cost is to continue, or shall the economic need of the producer and the consumer and also the grain dealer be recognized by more preventive measures against fire loss. Briefly, shall it be Relief or Prevention—Which?

Earl Bear Dead.

Ohio has contributed many earnest workers to the ranks of the organized grain trade, and among those highly esteemed in national and state circles has been Earl C. Bear, of Hicksville, O., who died Oct. 9 of diabetes, after a year's illness. Owing to failing health he had disposed of his business six months ago.

Sixteen years ago Mr. Bear went to Hicksville and with Dr. E. J. Reed bot the old elevator on the B. & O. R. R. Making a close study of the grain business Mr. Bear made the Reed-Bear Grain Co. a success, and after Dr. Reed, who had only a financial interest, retired, Mr. Bear converted the premises into an up-to-date plant.

Mr. Bear had served as pres. of the Ohio Grain Dealers Ass'n, and as a member of the arbitration com'te of the Grain Dealers National Ass'n.

He was a man of great public spirit, and had served four years as a member of the village council and had been elected mayor. He is survived by his wife, two sons, Erwin and Wayne, his aged mother and one brother, Otis J. Bear of Danville, Ill. Cut off in the prime of life at 40 years of age, his passing on will be deeply mourned by a host of friends in the grain trade.

Monday evening the visiting dealers and their ladies were the guests of the Merchant's Exchange at the Orpheum Theater and everyone thoroughly enjoyed the excellent bill.



President Earl C. Bear, Hicksville, O.

Conference of Weighmasters and Scalemen

Following the precedent established at Milwaukee last year, the second annual conference of Terminal Grain Weighmasters and the Com'te on Grain Weighing of the National Scale Mens Ass'n was held at the time of the St. Louis convention of the Grain Dealers National Ass'n. The opening session of the conference was called to order by Chairman H. A. Foss, weighmaster of the Chicago Board of Trade in the Planter's Hotel the morning of Oct. 12.

In his opening remarks, Chairman Foss reviewed the resolutions adopted at the Milwaukee conference regarding the inspection of cars, improvements in grain elevators and weighing equipment, uniform rules for weighing and improvements in box cars and related some of the steps that had been taken toward realizing the ends desired. He said:

President's Address.

It will be remembered that at our conference at Milwaukee, a year ago, we made a number of recommendations to the carriers, emphasizing possible improvements in box cars and car seals; and also, as weighmasters, we agreed, in the interests of greater uniformity of practice, to conform to certain specified regulations which were presented to us for discussion.

To refresh your memory as to our resolutions relating to uniform rules, in which, naturally, we are most interested, I will briefly review them, as follows:

It was the consensus of opinion that those who ship grain out of a market are entitled to the same protection in the inspection of cars as has always been afforded those who ship grain to a market, and we, therefore, endorsed the practice of inspecting all outbound cars.

We adopted recommendations for the guidance of those who design and build grain elevators, to the end that needed improvements in grain weighing scales and grain handling equipment, would be brought to the attention of those concerned.

Another set of rules adopted by us were for the guidance of loaders and unloaders of grain and terminal weighmasters.

This subject was referred to a committee for handling, and doubtless we will hear from this committee before adjournment of this conference.

You will recall that we discussed the subject of "tolerations of error in scales," raising the question as to whether any fixed tolerations of error could be made applicable to grain scales in the settlement of claims or disputes.

The question of so called "Natural Shrinkage" vs. "Unnatural Shrinkage," and the subject of "Automatic Scales," were touched upon by the conference, but without decision—as was also the mooted question of "adequate grain weighing facilities."

We defined "standard weight supervision" at terminal markets having duly authorized weighing departments.

Improvements in Box Cars: Turn, now, to our resolutions pertaining to possible improvements in the car box. I am pleased to report that we received encouraging replies from designers and builders of freight cars, mechanical engineers representing car manufacturing concerns, master car builders and others. And the replies indicate that our recommendations were welcomed by those who have the power to bring about the improvements sought by the resolutions. While the beneficial effects of placing these facts before the freight car people and railroad mechanical men will not become apparent until some future time, I am well persuaded that eventually, much good will result therefrom. However, that you may draw your own conclusions, I will quote from a few of the answers received.

A general master car builder of one railroad wrote us: "I would appreciate it if you would send me six or eight copies of these resolutions so that I may put them in the hands of our foremen at the shops, with a view to bringing about better cars for grain loading."

Still another letter, from a master car builder, said: "I consider that several of these resolutions are very much to the point."

While another master car builder wrote us: "We have issued a bulletin to all our repair men and inspectors at grain elevators, drawing to their attention the defects which have got to be guarded against on cars being prepared for grain loading, and hope that it will have some effect in reducing the loss of grain each year."

Another master car builder, in speaking of

loose car siding, wrote: "In the course of time, the best siding will loosen up by continuous switching of cars, and I agree that the iron strip is a very good solution of the trouble."

From a general car foreman we received the following: "The matters referred to are receiving our consideration, and we hope to work out something that will be an improvement. We have been experimenting with some one way of securing grain strips for some months, but have not as yet found just what we wanted."

We received generous response from railroads to our resolution relating to car door seals, and also to our resolution relating to the rough handling of cars in transit, all of which were encouraging in tone.

Improvements in Grain Handling Equipment. You will be interested to know that our resolutions for the guidance of designers and builders of grain elevators and grain scales caused a lot of wholesome discussion by those concerned, and, no doubt, the features involved, like the features involved in our box car improvement resolution, will be considered in planning new construction and new scale installations.

Since our meeting a year ago, and since the committee on grain claims, representing the railroads and the grain trade, completed their deliberations, Mr. Henry L. Goemann, Chairman of the Shippers Committee, wrote me, enclosing some data, that had been sent to him, relating to uniform rules, and the desirability thereof to govern terminal grain weighing departments.

In replying to Chairman Goemann, I referred to the work of our conference at Milwaukee last September. I told him that each terminal weighing department, represented at our Milwaukee conference, was supposed to have amended its rules and regulations in accordance with the provisions of our resolutions which were adopted solely in the interests of uniform procedure. If there are any weighmasters here who have not done so, I feel assured that all of us will be glad to learn from them the reasons why they have not seen fit to make their rules conform to our agreed program in order that we may discuss, and receive the benefit of such reasons; and, if in agreement, that we may be guided accordingly in the management of our own respective departments.

I am well persuaded that there is no such thing as 100 per cent efficiency in the work done by man, or in the work done by man-made machines and devices; hence, experience, and an exchange of views, should enable us to improve our methods.

W. E. Thompson, supervisor of scales for the Railroad and Warehouse Com'n of the State of Minnesota read a paper on "Dust Collectors and Their Functions" which follows:

Dust Collectors—Their Functions.

"As a main basic statement, dust collectors, whether called suction systems or dust collection systems or by whatever name they may be termed, have but one function, viz.: the collection of dust or finely ground particles of substances floating in the air. By a subdivision we could say that the function of collecting dust might be considered from two main standpoints, at least so far as the general consideration of this topic is concerned by those interested in grain elevators and flour or feed mills.

First, the function of the system operated as a reduction of the fire hazard;

Second, the safeguarding of human life and bettering the working conditions. It goes without saying that both of these features are very potent reasons for the requirement of dust collecting systems in grain elevators and mills.

"The principle upon which many of these devices have been worked out seems to be the movement of a small volume of air under a high velocity, not having regard for the very light character of the objectionable particles to be moved. The dust collection system, or pneumatic system, for conveying finely ground feeds from a grinding machine to a sacking bin or cyclone collector; or the collection of emery dust or grindings of a heavy character from grinding wheels, necessitates a high velocity of air movement, confined in as small a volume as may be possible; but generally speaking, the removal of the objectionable floating dust found in grain elevators and mills can be accomplished and should be worked upon the principle of moving a large volume of air under a low velocity.

"Confining the discussion to this phase of dust collection systems, it has been our observation that even though elevators and mills are equipped to some extent, the equipment has usually been inadequate and houses so equipped are repeatedly found in a dirty condition. This

may be overcome to a large degree if not almost entirely corrected by the installation of larger aspiration pipes, to the ends of which may be attached bell or funnel shaped hoods, left open, extending downward, and so placed that falling grain streams throw their largest volume of dust into the air immediately under them. A good illustration of this would be the delivery of grain from a scale hopper to the bin floor, or to a conveyor belt, in which case the greater portion of the rising dust would be quickly eliminated.

"From the scale inspector's standpoint, and from the weighmaster's standpoint, a hidden or a directly attached suction pipe connected to any receiving pit, receiving leg, the head thereof, the garner of the scale or its hopper, is objectionable. It is true the speed of the fan could be regulated, but the objection is that it is a direct suction, placed in a hidden manner, and neither the scale inspector or the weigher in charge of the scale, knows how much or how little any one of the pipes is deducting from the load to be weighed; and worst of all, thus connected they do not take away the floating dust. This objectionable feature can be overcome by making such suction indirect; or in other words cutting them so that their operations may readily be seen.

In the receipt of grain there are many elements of dust prevention, or what might be better termed, elements to prevent the escape of dust from its natural course with the grain, that might be considered, and if the appliances all along the line to the point of taking the weight are all carefully and correctly put in place, there will be little escaping dust. It is the escaping dust that needs collection.

After the weight has been taken on received grain there is more need for dust collection from the handling of that grain in an elevator than there is up to the point of taking the weight. This subject is largely a matter of detail and if the details are neglected, the result will be the escape of dust all along the line. Please bear with me in the consideration of some of the details of a scheme to better confine dust with the moving stream of grain and, therefore, to keep it from escaping into the elevator.

"Starting with the scale hopper; this should be sufficiently tight of itself, not only so that grain will not leak from it, but that dust will not be forced out thru its sides.

Second, it should be provided with an adequate air vent to relieve the pressure on the air it contains as the grain is dropped from the

garner into it. The cross section area should approximate 40 to 50% of the area of the garner openings or gates. The grain coming down from the garner into the scale hopper necessarily must replace the air that is in the scale hopper. This air must find a ready point of escape or it will force the dust out onto the weighing floor.

The third element is a proper application of the canvas or curtain, which should be hung from the garner, suspended plumb inside of the four sides of the scale hopper. To prevent the bulging of this canvas by the in-flow of the grain from the garner, baffle strips of a triangular shape, applied properly and in the proper place on the inside of the four walls of the scale hopper, will deflect the air currents and give direction toward the vent.

Next and a very important part of the air vent is the valve or hinged cover of such a vent, which finds its top in the top of the garner. This valve must be carefully made and of a light material, hung almost in a perpendicular position, so that gravity will close it. Thus applied it will function properly.

"The garner floor is frequently dusty because of defects in garner construction. When the leg delivers to the garner it is continually pumping air into it with the grain. This current of air, plus the agitation made by the over-throw of the grain, sends up clouds of dust inside of the garner, which must find a vent.

After considerable number of experiments, our conclusion is that the most economical vent is a connection of the garner with the back leg at a point at the top of the garner well above the capacity grain line. This vent should have the same cross section area as the back leg and should be provided with a panel made to open for examination and for cleaning. Probably the angle of pitch should be 45 degrees or greater. The action is automatic because of the downward flow of the empty cups in the leg well creating a downward flow of air, the velocity of the flow of air depending upon the speed of the leg. This method of venting the garner, if all other vents are closed, will be found satisfactory and will keep the garner floor free from dust, if the garner is properly constructed and if the head of the leg is as tight as it should be.

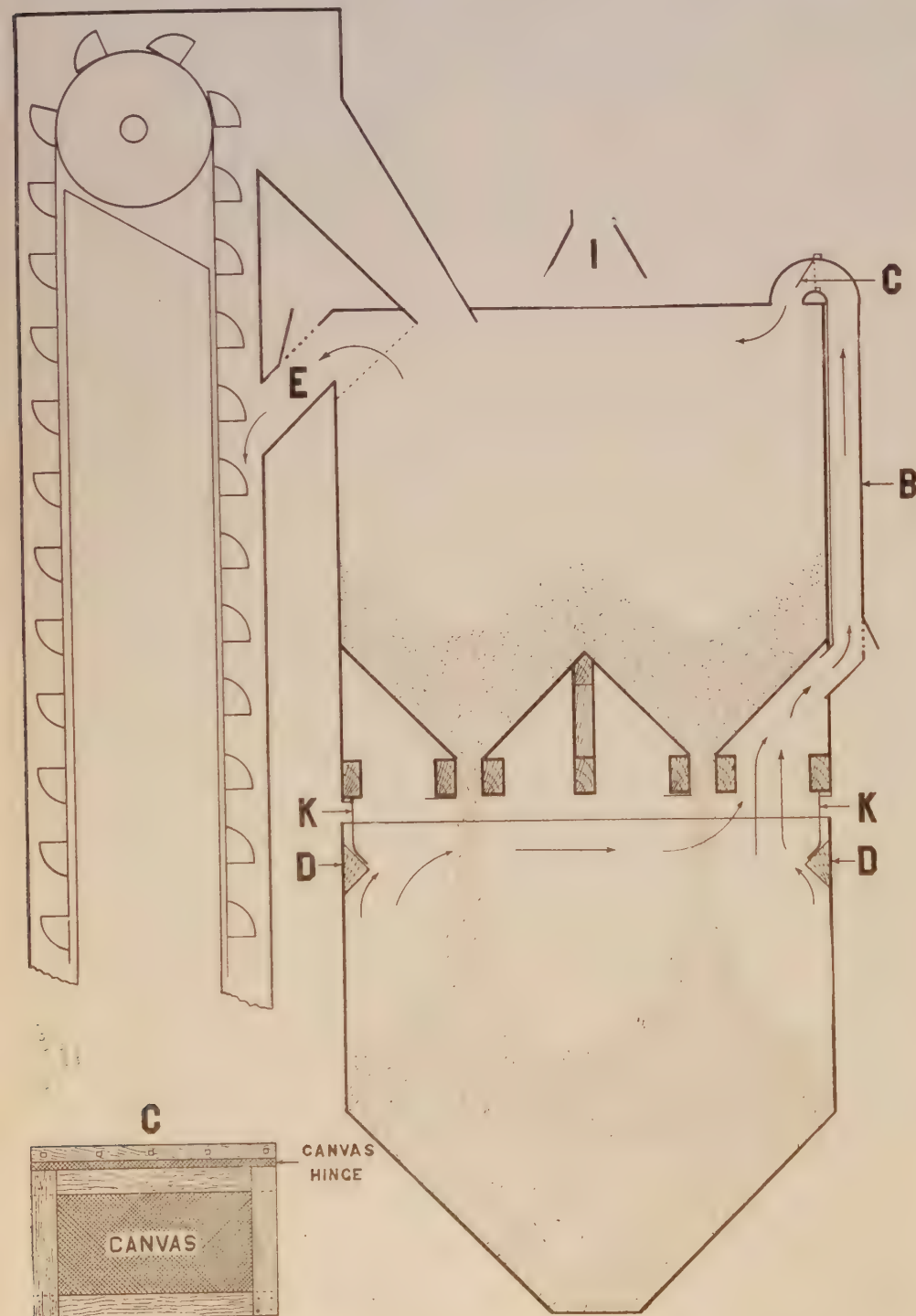
The application of a dust collection system to the boot: This is objectionable for the reason that usually it is a hidden appliance and hence open to suspicion. Repeated investigations have disclosed that where such pipes have been installed, they are usually over the boot pulleys and in a large proportion of the cases investigated, it was found that these pipes were clogged and hence were not performing their functions.

Houses were repeatedly found with basements dirty, due to the fact that even while this device was in operation, it was not doing the work that was expected of it, either by the fire underwriters or by those seeking to safeguard the health of the employees. This may be corrected by applying the indirect method, or in other words cutting the suction pipe from over the boot pulley and extending the pipe by making a forked branch, or Y, leaving the ends open and made funnel shaped, to collect the dust from the boot pan which escapes from the boot and the leg; which really after all is the objectionable feature that is to be overcome. The dust that is confined with the moving grain is not the dust that causes the anxiety. No elevator or mill need be dirty, if a sufficient number and proper sized dust collection pipes or aspirators are properly placed and properly installed.

"Going a trifle more into detail and following closely the sketch, the air vent from the hopper speaks for itself, but the detail of the valve "C," which is hinged at the top, should be discussed. This valve should be made of very light, thin wood, covered with canvas, the canvas extending far enough up on the upper edge to form a hinge.

"The canvas or curtains which hang from the garner should be suspended so as to drop to the top of the upper edge of the triangular baffle strip or possibly extend down onto the strip just a trifle. They must not be fastened to the hopper. These triangular baffle strips, we find, are preferably made from a 4x4, which should be surfaced on four sides and then cut on a diagonal. These baffle strips may be either nailed, screwed or bolted to the four inside walls of the scale hopper and at a point above the normal grain line for the full capacity of the hopper, which usually is figured on a wheat bushel basis; if coarse grain is used, due consideration to the weight thereof and consequently to the hopper load should be given in placing these strips.

At the conclusion of Mr. Thompson's reading the subject of dust collection as it applies to the problems of the weighmasters was discussed at length, the general trend of the study following the thoughts presented by the speaker, and at this time the drawing detailing his proposed application of air vents to scale garner and hoppers as shown in the engraving herewith was considered.



W. E. Thompson's Plan for Ventilating Scale Hopper and Garner to Down Leg.

The weighmasters were unanimous in their expression of opinion that no dust should be removed from the grain by mechanical means before it is weighed, and H. L. Goemann pointed out that this point had received much consideration in conferences with the carriers growing out of the investigation in I. C. C. Docket 9009. After some further discussion the conference adjourned for luncheon.

Afternoon Session.

After reading section 3 of the tentative report by the Interstate Commerce Commission in Docket 9009 and the letter of Mr. Hetherington, sec'y of the Canadian Board of Grain Commissioners published on page 624 of the Journal for Oct. 10, Mr. Goemann introduced the following resolution, which was unanimously adopted:

Resolution on Dust Collectors.

Resolved, that there shall be no open garners or scale bin openings and no connection with any dust collecting system or openings to roof before weighing. The president shall appoint a com'tee of 6 to investigate Mr. Thompson's report and drawing and to meet with a com'tee of scale men, scale manufacturers and elevator builders and architects after Docket 9009 is decided and a final order issued by the Interstate Commerce Commission to draft rules to prevent dust explosions.

The report of the Com'tee on Scale Testing was read by J. A. Schmitz, Chicago, chairman. This report contained the rules adopted by the com'tee for testing the various kinds of scales used in grain weighing, and it was unanimously adopted. It follows:

Report by Committee on Scale Testing.

1. The standard of mass for testing grain scales shall be derived from primary weights, verified by the United States Bureau of Standards, Washington, D. C., to within what is known as their "Class B" tolerance.
2. The 50-pound secondary or working cast-iron weights used directly in testing scales should be of such design as to facilitate stacking; they shall be free from pockets, blow-holes, etc., which are liable to catch and hold foreign matter.
3. These weights shall be tested and adjusted in comparison with the master weight, which has been verified to within "Class B" tolerance. The working weights shall be adjusted to within 10 grains and maintained to within 35 grains of their true value.
4. "Standard" counterpoise weights shall be used for testing leverage ratio and the graduation value of poises.
5. All hopper scales shall be tested with standard test weights to at least 8% of their maximum capacity, and these weights are to be used in even multiples of 1,000 pounds. For individual corner tests, at least $\frac{1}{4}$ of the respective test loads specified shall be used.
6. In addition to the above test, a load test shall be made to determine if any interference occurs between the fixed and movable parts of the scale, and to discover any weakness due to yielding in supporting structures, etc., by filling scale hopper with grain to an amount equal to the maximum load weighed, less the amount of test weights used. The sensibility reciprocal shall be obtained under this maximum load for comparison with that shown under test with test weights alone, or when the scale is empty.
7. All scales, whether new, repaired, or rebuilt, shall be tested prior to being put in service.

8. All scales in service shall be tested at least twice each year.

9. Whenever possible, facilities shall be provided to apply the weights on the corner test so that the center of gravity of the standard test load will be in a vertical line that passes through, or very near, the centers of the main bearings. As to all new construction, means must always be provided to meet the above disposition of test weights.

10. Scales shall be kept in the closest practical adjustment and shall be considered inaccurate when they cannot be maintained in adjustment to within the tolerance for ratio given in the following table, which corresponds to a tolerance of within $\frac{1}{4}$ pound per 1,000 pounds.

Capacity of Scale.	Greatest Error Allowed.
3,000	$\frac{3}{4}$ lbs.
6,000	1 $\frac{1}{2}$
12,000	3
15,000	3 $\frac{3}{4}$
24,000	6
36,000	9
48,000	12
60,000	15
84,000	21
96,000	24
120,000	30

11. In a scale provided with a trig-loop, the sensibility reciprocal is the added weight required to be placed upon the platform to move the beam from a horizontal position in the middle of the trig-loop to a position of equilibrium at the top of the loop. This may be determined by subtracting the weight, instead of adding it.

12. The sensibility reciprocal shall never exceed the amount given in the following table:

Capacity, Pounds.	Sensibility, Reciprocal.	Capacity, Pounds.	Sensibility, Reciprocal.
3,000	1 lb.	48,000	8 lbs.
6,000	2 lbs.	60,000	10 "
12,000	3 "	72,000	12 "
18,000	4 "	84,000	13 "
24,000	5 "	96,000	14 "
30,000	6 "	120,000 & up	15 "

TRACK SCALES.

1. All scales should be tested with a load equal to the maximum load weighed.
2. Railroad track scales used for weighing grain should be maintained so that when a test load, consisting of a one-truck short wheel base test car standardized on a master scale, is used, the largest algebraic mean of any two errors found for any two positions of the test truck shall not exceed 1/20 of 1%, or one-half pound per thousand pounds of test load applied, provided, however, that no two errors shall be selected corresponding to positions of the test truck equal to or closer together than the distance between the sections of the scale. Moreover, the scale shall be corrected when it is found, on test, that the error exceeds 1/20 of 1% of the load applied, for any position of the test load on the scale. The manufacturers' tolerances on new scales shall be $\frac{1}{2}$ of the above values.
3. Where railroad track scales are tested with standard test weight, at least 8% of the capacity shall be used, and these weights shall be used in multiples of 1,000 pounds, and the entire test weight load shall be placed on each section of the scale.
4. All scales shall be kept in the closest practical adjustment and shall be considered inaccurate when they cannot be adjusted and such adjustment maintained to within the tolerances for ratio given above.
5. The sensibility reciprocal shall never exceed 40 lbs.
6. All scales in service shall be tested at least twice each year.

The capacity of hopper scales was taken up, and it was generally agreed that in terminal markets the minimum capacity should be a car-

load. Upon resolution offered by Mr. Schmitz the conference recommended that the capacity of all scale hoppers be as nearly a carload as the physical conditions will permit.

On the question of the proper slope for receiving garner bottoms an opinion was expressed by Mr. Dower that the slope should be sufficient to cause any kind of poor grain to leave the garner, and it developed that the 9-hole opening garner which is in common use can be made to clog under certain conditions.

Mr. Thompson said that in Minneapolis the greatest satisfaction has been obtained from conical steel bottoms. Upon resolution it was recommended that the slope of bottoms of receiving garners be not less than 40 degrees at any point or place, and that the smallest dimension of any opening be not less than 10 inches.

Even draft weighing was condemned by all and a resolution adopted recommending that the practice be discontinued by weighmen everywhere because it is conducive to error.

The sweeping of cars after unloading was brought up and led to a discussion of the trapping of grain behind the lining of cars. The conference adopted a resolution declaring that it is the duty of unloaders to sweep each car of grain and that it is incumbent upon weighmasters to see that this is done; and that after sweeping, when required, should be at the expense of the unloading elevator, the grain so removed to be credited on the weight certificate covering the car from which it was obtained.

To avoid the trapping of grain in scale hoppers it was recommended that weighmen either investigate to determine that the hopper is empty or balance the scale after each draft is discharged, or both.

To assist in preventing mistakes in recording weights the conference adopted the resolution that terminal weighmasters should advocate the use of registering beams on all scales now in use, and require them on all new scales.

The results of three years' records with respect to the effect of scale foundations on their accuracy was presented by Mr. J. A. Schmitz, who said,

Hopper-Scale Foundations.

Scientists who have studied the subject of deflection, assure us that there is no such thing as absolute rigidity, and that every beam or column will bend or compress under load; and that, by means of suitable instruments, we may determine the amount of such deflection no matter how infinitesimal it may be.

Now, if we accept these statements, we are forced to assume that it is impossible for us to maintain levers, and their connections, level and plumb, or, at least, theoretically, it is not possible. And yet, we know positively that we do maintain levers, and their connections, in sufficient alignment to secure the degree of accuracy that is demanded of the grain weighing machine. The extent that levers of a hopper scale may move out of level, without impairing the practical accuracy of the scale, has long been a mooted question.



Some of the Weighmasters and Scalemen Attending the St. Louis Conference.

Scale specifications, generally, specify that new installations shall be placed on independent unyielding foundations, which provision, of course, has the support of all scale men and weighmasters. But, on the other hand, we are confronted with the fact that large numbers of hopper scales in daily service rest on the "cribbing." With this in mind, and for the purpose of obtaining data that might be of interest, I have checked the results of our tests of hopper scales covering the period of the last three years. My checkings included a comparison of the results of the tests of the scales resting on heavy substantial bin cribbing foundations, with the results of the tests of the scales resting on independent foundations, and showed as follows:

First, that the percentage of scales resting on cribbing foundations, found out of tolerance, was slightly smaller than the percentage of incorrect scales found among these resting on independent foundations.

Second, that the amount of the error found in scales resting on the cribbing is slightly larger than the amount of the error found in scales supported on independent foundation.

At first glance one might conclude from these comparisons that the provision of the hopper scale specifications, calling for independent foundations, was not justified. But, let me say that practically all of the scales listed as "resting on the cribbing" are of smaller capacities, while by far the largest number of the scales listed as "resting on posted foundations" ranges in capacity from 1,200 bushels up.

After some discussion the conference adopted the following resolution:

PREFER HOPPER SCALES ON POSTS IN CRIBBED HOUSES.

RESOLVED, that it is the sense of this conference that posted elevators should be required in all new construction, and be it further

RESOLVED, that where the cribbing of unposted elevators is of such character and construction that alignment of scales and their accuracy cannot be maintained, the posting of such elevators is essential.

The supervision of team track weighing was considered. John Dower, supervisor of weights for the St. Louis Merchants Exchange, explained the method in use at that market and said that while the results as to accuracy are fair the elevator weights hold out better, and he termed supervision of team track weights a heavy expense.

Mr. Thompson expressed the opinion that if the cost of such supervision be charged against those whom it benefits this will in itself help to eliminate the evils.

No specific action was taken on the promiscuous breaking of car seals, it being recognized that the matter will probably be taken care of in the final order on Docket 9009.

After brief discussion of leaky loading spouts the following resolution was adopted:

LOADING SPOUTS SHOULD BE TESTED.

RESOLVED, that loading spouts from hopper scales to car, that are not welled in, any part of which run through elevator bins, should be tested at least twice each year or oftener to detect possible defects therein, and to insure grain tight spouts.

The installation of manlifts was recommended by the adoption of the following:

MANLIFTS INCREASE EFFICIENCY.

Resolved, that in the opinion of this confer-

ence, elevators or man-lifts in grain warehouses and mills for the use of employees and others, whose duties require their presence in the cupolas of the elevators, would pay for themselves by increasing the efficiency of the men and operation of the plants.

Mr. Foss introduced a resolution pointing out that nothing is gained by these conferences unless every weighmaster goes home determined to adopt the recommendations made, and this was adopted unanimously.

Upon motion by Mr. Powell, of Cairo, Ill., the conference was made a permanent one, and Mr. H. A. Foss was re-elected president and Harry Ewert, of Chicago, sec'y.

In accordance with resolution passed, the Chairman appointed the following committee to investigate Mr. W. E. Thompson's report also various methods to prevent fire and explosion hazards, and to meet with a joint committee on Docket 9009, "Architects and Elevator Builders": A. E. Schuyler, Chicago, Chairman, W. E. Thompson, Minneapolis; E. Culver, Toledo, O.; M. H. Ladd, Milwaukee; J. T. Bradshaw, Kansas City; C. G. Stody, Chicago.

This committee held its first meeting immediately following the adjournment of the conference and by motion they requested Mr. J. A. Schmitz to serve with the committee. It also made definite plans for investigating the suggestions embodied in Mr. Goeman's motion.

Weighmasters and scale men in attendance were Clay Johnson, Peoria; A. Edw. Kahler, Baltimore; S. A. Holder, Indianapolis; Geo. F. Munson, Cincinnati; F. W. Schlinbert, St. Louis; J. S. Hart, Kansas City; T. B. Armstrong, Kansas City; Paul Larson, Sioux City; P. P. Quist, Minneapolis; C. C. Neale, St. Paul; P. D. Connors, Buffalo; M. H. Ladd, Milwaukee; J. O. Winn, St. Joseph; Jas. J. Gilmartin, St. Louis; Edw. J. Costello, St. Louis; G. H. Tunnell, St. Paul; James T. Bradshaw, Kansas City; C. A. King, Chicago; C. O. Sommers, Omaha; C. G. Stody, Chicago; G. O. Aws, Kansas City; H. A. Foss, H. W. Ewert and J. A. Schmitz, Chicago; A. E. Schuyler, Chicago; L. P. North, Kansas City; Thomas J. Leonard, St. Louis; W. E. Thompson, Minneapolis, Minn.; E. H. Culver, Toledo; B. B. Gordon, Logansport, Ind.; H. L. Goemann, Mansfield, O.; and Geo. A. Wells, Des Moines, Ia.; Dr. Reichman.

DAVENPORT, IA.—James Boyce, mgr. and pres. of the Purity Oats Co., has resigned and will enter the feed business.

WHEAT SCREENINGS or damaged wheat cannot be sold in Great Britain at a price in excess of \$2.08 per bushel. The food controller has issued the following order which came into effect Aug. 14: subject as herein-after provided, no wheat which has been so damaged as to be unfit for manufacture of flour for human food, may be sold by or on behalf of the producer in the case of wheat harvested in the United Kingdom or by or on behalf of the importer in the case of imported wheat, at a price exceeding 72 shillings per quarter of 504 lbs.

Chief Grain Inspectors Meet.

After several postponements due to the difficulty of getting them all together the Chief Grain Inspectors met at 10:30 a. m., Oct. 14, in the Planters Hotel, St. Louis, Mo.

Pres. E. H. Culver of Toledo, O., acted as chairman and Frank B. Tompkins, of Peoria, Ill., as sec'y.

A discussion of the grading of wheat was started, with Supervisor O. F. Phillips of Chicago on the floor. Mr. Culver argued that white wheat should be placed in a class by itself.

G. H. K. White, New York: Why do they call skin-frosted wheat unsound, when it makes good flour? I refer to Canadian spring wheat.

Mr. Phillips: Lightly frosted wheat is not damaged.

Mr. White: You call shriveled wheat unsound, when it takes a thousand bus. to make a barrel of flour. It goes thru the sieves into feed.

W. S. Powell, Cairo, Ill.: How could we grade "purity oats" from the Purity Mills, a white oat, a long, thin oat, after the groats has been removed from the hull?

Mr. Phillips: We can suggest that under "remarks" be written "cereal oats."

Mr. White: No. 3 wheat arriving at New York I designate by marking "C" or "D" in the upper left hand corner of the certificate, when it contains an excess of smut. It then goes to the discount com'te and they may dock it as much as 50 cents per bushel.

To give those present an opportunity to hear an address in the convention the inspectors adjourned until 4 p. m.

Reconvening at 4:15 Pres. Culver was absent and no one could find him, so Mr. White took the chair.

Seth Catlin, of Boston, Mass., nominated Mr. White for pres.

Mr. White declined the nomination and failed to put the motion to a vote. Mr. Catlin called his attention to the fact that his nomination had been seconded and parliamentary usage required that it be put to a vote. Mr. White then was unanimously elected pres. Even so he declined the office, in a brief address in which he eulogized Mr. Culver, whose earnest work for the ass'n in past years he stated should be rewarded by re-election; but as those present refused to nominate any other he finally consented to accept the office.

Geo. F. Munson of Cincinnati, O., was chosen vice-pres. and Frank B. Tompkins of Peoria, Ill., was re-elected sec'y-treas.

D. H. Larkin of Baltimore, Md., and J. S. Hart of Kansas City, Kan., were elected to membership.

Mr. Tompkins reported \$103.95 in the treasury.

Mr. Phillips then resumed the morning's discussion of the grading of No. 3 red wheat, smutty.

It was brot out that many inspectors erroneously have been grading smutty wheat as sample when the correct grade was No. 3 red, smutty.

Mr. Phillips called attention to the rule and that if there were not two smut balls to 50 grams and if the sample did not have an unmistakable smutty odor, even tho the brush end of the wheat be painted with smut, the wheat was No. 3.

Mr. White explained that his notation "C" on a certificate stood for "chicken feed" and "D" stood for "D—N sight worse wheat."

Such initialed certificates can not be mixed out into cargoes at New York without Mr. White's permission.

Mr. Phillips said there was no objection to Mr. White's practice, as it was a warehousing proposition with the seaboard; but that to adopt this designation as a part of the grade rules would introduce too much complication.

Some of the Grain Inspectors.



Standing, from Left to Right: H. F. Hanks, Terre Haute, Ind.; S. A. Holder, Indianapolis, Ind.; Lee D. Irving, Louisville, Ky.

Seated, Left to Right: Seth Catlin, Boston, Mass.; Pres. G. H. K. White, New York, N. Y.; E. H. Culver, Toledo, O.; Geo. H. Tunell, St. Paul, Minn.

ANNUAL MEETING

GRAIN DEALERS NATIONAL ASSOCIATION

The greatest convention of grain dealers in the history of the Grain Dealers National Ass'n was held at the Planter's Hotel, St. Louis, on Oct. 13, 14 and 15. Not only was this convention large in attendance, 1,450 being the total registration of men, but it was also the greatest in the matter of important subjects considered, and exceeded all former gatherings of the country's grain men for prominence of speakers who carried important messages from the country's business leaders.

The Monday morning session was called to order by President P. E. Goodrich, of Winchester, Ind., who requested the Rev. Dr. Wm. C. Bitting of St. Louis to ask the invocation.

The address of welcome on the behalf of St. Louis was delivered by the mayor, Henry W. Kiel. During his cordial welcome to the city surrounded by the United States, he said: One million dollars has been spent in St. Louis to build and equip municipal docks, to facilitate the handling of river freight, including grain, destined to New Orleans, Europe via the Gulf, or to South America. This city has in mind the better use of the opportunity offered by the Mississippi River for freight transportation to the end of greater benefit to the city and the grain trade.

The welcome on the behalf of the Merchants' Exchange of St. Louis was given by E. C. Andrews, President of the Exchange. Mr. Andrews said: "This is probably the oldest grain exchange in the United States and is the country's largest consignment market. We have begun a movement to take advantage of the natural transportation facilities offered by the Mississippi. A barge line has been inaugurated which will materially increase the city's grain business. Steel barges have been built with a capacity of 60,000 bus. of wheat, or about 50 carloads to a barge. These barges will ply between St. Louis and New Orleans.

"Every one of the 900 members of the Exchange invited you to make yourselves at home in its newly decorated trading room."

The Governor of Missouri sent Senator Wilfley to convey his deep regrets at not being able to fill his place on the program to welcome the grain men to the state of Missouri.

Sen. Wilfley, after giving the visitors the keys to many "cellars" as well as the key to Missouri, contributed his theories on the H. C. L., saying, "Production is the real problem of the day and the only means of solving unrest, radical and socialistic agitation, and high cost of commodities is to produce more and work more in all lines of endeavor. The supreme discussion of the day is wages and profits, while the supreme necessity is work."

C. C. Isley, Dodge City, Kans., responded to the welcomes tendered the grain men.

President Goodrich read his Annual Report, from which we take the following:

President's Annual Address.

When we met in annual Convention at Milwaukee a year ago, the world was in turmoil, the most destructive war of all history was being fought and the soil of Europe was again being drenched with the blood of the flower of the manhood of the civilized world.

Our sole thought was what we could do as an organization to assist in winning the war and doing it in the shortest time possible. From the moment we entered the struggle our organization did all it could to aid the government. Everything was offered, nothing withheld. When the history of the war is written, I am sure our Association will be accorded as much honor as any other body of men in civil life, for the unselfish devotion to our country's cause. It was but a few days after I was honored by being chosen as your President, that the glad news flashed over the wires that Germany had surrendered and the terrible struggle was over. Then new problems were to be met and were more complex and difficult to handle than those of the war. Nearly five years of war had deranged the whole business world. Productions of war materials had been doubled time and time again at the expense of almost all peaceful pursuits.

This expansion of manufacturing plants called for new equipment and new construction at localities often away from the usual points of distribution so that labor was shifted from its usual channels. Wages advanced in these special lines to almost fabulous amounts, attracting wage earners from their usual vocations, as well as for patriotic reasons, to work on war contracts. So it appeared that nothing was real and all strange. Extravagance was the rule everywhere; the luxuries of prewar days are the necessities of now.

We have not accomplished all that we hoped for, nor all the things we have tried our very best to do. It has been our aim to keep this splendid organization true to its past with no step backward and no lowering of the ideals of its founders.

The first question of great importance that confronted all the grain trade after I assumed this office was the approval of the proposed

Rules for Grading Oats: Meetings were held between representatives of the grain trade and our organization with representatives of the Agricultural Department in various states, where ample time was given all interests to present their views and make suggestions as to changes that were that necessary to make the rules for grading oats more workable. From the data thus gathered were built the present rules for grading. They appear to be workable and insofar as can be learned by the handling of this year's crop, appear to be fairly satisfactory.

The only serious criticism we have heard is that the moisture contents are too high and should be lowered to make oats safe to handle and keep in good condition while in long time storage.

Another suggestion has been made that there is too wide a difference between the quality requirements for No. 2 and No. 3 white oats on this particular crop, reducing the value of No. 3 white oats about two cents under the price of No. 2 whites, when there is really not that much difference in the feeding value. In the old grades, standard oats filled this gap and covered a large portion of the oats that were too good for No. 3 whites and not quite good enough for No. 2 whites.

The criticism of the rules for grading wheat have been more general. There appears to be an urgent demand on the part of the millers, that the moisture permitted in No. 1, No. 2 and No. 3 wheat should be lowered by one point. These three grades are the milling grades. Bread is a prime necessity, the food-stuff of the masses. If the moisture contents are so high as to endanger the keeping quality of our wheat and thus endanger any considerable

amount of it for milling and bread making, the rules should be changed to meet that condition.

Market Survey: Early this year it was brought to our attention that there was a marked difference in the inspection of grain in different markets. That some markets were very short of equipment and some had inadequate force to make careful and accurate inspection of grain arriving at such markets. We took the matter up with the Agricultural Department at Washington and from the conference with Mr. Brand came the appointment of a Visiting Committee, made up of the following gentlemen:

Mr. W. J. Niergarth of Marshall-Hall Grain Co., St. Louis, Mo., representing the Council of Grain Exchanges.

Mr. J. W. Shorthill, Omaha, Neb., repts. Farmers Co-operative Association.

Mr. R. S. Hurd, Wichita, Kans., repts. Millers National Federation.

Mr. Elmer Hutchinson, Arlington, Ind., Grain Dealers National Ass'n.

Mr. C. W. Crawford and Mr. W. J. Manley, repts. United States Railroad Adm.

Mr. R. T. Miles, Chicago, Ill., repts. Bureau of Markets, United States Department of Agriculture.

These men spent weeks in a careful survey of the inspecting of grain in the several markets. Their labors taking them to all great markets and terminals east of the Rocky mountains. Our Association was very ably represented by Mr. Elmer Hutchinson of Arlington, Ind., who was honored by being made Chairman of this committee.

The many and varied interests holding membership in our organization was never better illustrated than at the conference held in the Willard Hotel in Washington, D. C., last January, preparatory to a hearing before the Agricultural Committee of the House of Representatives relative to the handling of the 1919 wheat crop. Over fifty delegates were present from every branch of the grain trade, exporters, commission men, country grain shippers, millers and others, all of whom proposed plans for the handling of the then predicted largest wheat crop this country has ever produced. Two days were consumed in drafting recommendations to be presented to the committee. These agreed recommendations were presented by Chairman Reynolds of the Legislative Committee and a lengthy hearing was granted by Chairman Lever with his entire committee present. The recommendations made by our committee were adopted and written into the bill, demonstrating fully the power of concerted action and further that there was no conflict between the different branches of the trade that could not be smoothed out by intelligent discussions conducted in the right spirit.

Confirmation Blank: Were no other benefits derived from being a member of the Grain Dealers National Ass'n other than the one feature of arbitration of differences between brother members, then our organization would have a right to live and be entitled to your loyal support. To one, who is not an officer in this association and does not carefully read the awards, they cannot realize the immense amount of work that the secretary and the different arbitration committees perform. It is the greatest asset of the Association. If we can devise some method whereby we may lessen this work and at the same time safeguard the interests of our members, it will be a long step forward.

Early in my administration I was greatly impressed by the large number of arbitration cases handled by this organization and in almost every case I noticed the difficulty grew out of a lack of a written contract, a poorly worded confirmation or conflicting contracts. My years of experience in other associations had convinced me this lack of a clear, simple contract was the cause of at least 90% of the disputes in the grain trade. We at once took steps to see if a contract or confirmation blank

could not be so worded, so simple that the chance for a misunderstanding would be reduced to the minimum.

A meeting was called with delegates from the Council of Grain Exchanges, Terminal Elevator Ass'n, The National Ass'n of Co-operative Elevators, Boards of Trade and others. This committee met in Chicago, drafted a confirmation blank that, we believe, if put into use, will eliminate fully fifty percent of the arbitration cases. Tho this has been adopted by several affiliated ass'ns and a number of grain exchanges, yet not enough have indicated they would use it to bring it into general use.

National legislation vitally affects our business. Never was a strong national organization so necessary as now. No difference where we turn, we are confronted by organizations. Some of them much larger than ours and collecting more annual dues. But no organization of business men stands higher than does our Ass'n. To meet these problems we must maintain our organization and increase its efficiency. The real test is to come. Much as it has done in the past, is not to be compared to the work that will be required to assist in getting the country back to a SAFE AND SANE BASIS.

Affiliated Associations: The work of the different state and sectional organizations is of vast importance to this ass'n and to the entire grain trade as well. It gives us our large membership and working together closely with them, it gives us prestige at Washington, which we could not otherwise have. Realizing that, in the governmental control of wheat prices and the marketing of other grains, the terminal and other markets had their troubles pretty well ironed out during the previous year. So they were not in so urgent need of assistance as were the country grain shippers.

We began casting about for some means of helping this branch of the grain trade to meet the problems of the 1919 wheat crop. In some states during the previous year, the zone agents and the country dealers had not worked together as they should. Thru agitation by farm papers and others, grain dealers were charged with exacting an undue handling charge on farmers' wheat and many were coerced into refunding to such an amount that they handled the wheat crop at an actual loss.

We were at war, public feeling ran high, neither the government nor the grain trade itself had reliable data to determine just what was a fair and just charge for the service rendered. The result was that when charges were made that a dealer was taking an unjust margin, at the suggestion of the zone agent, he often settled with the farmer rather than enter into a contest.

The Cost of Handling Wheat: A conference of the country grain dealers from the various wheat states was called for March 21st at St. Louis, Mo., with 45 delegates present, all country dealers or country millers, representing the larger wheat states. A plan was then worked out for collecting information as to the cost of handling wheat by country buyers to be presented at a subsequent meeting to be held in May again in St. Louis.

This meeting was held, delegates from the same states were present; a committee consisting of Secretary Riley of the Indiana Grain Dealers Ass'n and Secretary Culbertson of the Illinois Grain Dealers Ass'n, were appointed as a committee to codify the information gathered, so that it might be presented in as concise form as possible to Federal Wheat Director, at his convenience.

I was directed to arrange for a conference at as early a date as possible. Mr. Barnes promised us a hearing during the June conference of the grain and milling trade.

This conference in New York was a representative meeting comprising commission men, exporters, millers, country grain shippers, farmers and farmers' organizations from every section of the country, it being a delegate body made up of representative men from the various organizations.

Mr. Barnes presided at the conference and his address was marked by its breadth, close attention to details and gave those in attendance a much broader insight to the vexed problems of handling the wheat crop under government control than we had before realized. He presided with dignity and firmness, but with such kindly tolerance that he won the respect of everyone present. We left New York with the assurance that a big, broad man was at the head of a big organization and amply able to handle it. Time has not lessened that opinion but has daily strengthened it.

It was apparent to all that the cost of handling so varied in the different wheat states that no margin could be fixed by the government that would be fair or workable in all parts of the country. A margin that would be fair and reasonable in one part of a state might be unfair in another part of the same state. So a plan was suggested by the conference, which was later adopted by Wheat Director Barnes and made a part of the contract with handlers of wheat so that the rights of both buyer and seller were amply protected and a practical plan provided for settling any controversies that might arise so that each case was to be han-

dled on its merits, in accordance with the contract entered into between the Wheat Director and the dealer.

The plan to submit the data collected by the grain dealers to Mr. Barnes was abandoned and it was instead given to the different zone agents and very little friction has resulted. The data collected was invaluable to the country dealers, as it proved conclusively to them that it did cost something to run their business and they were entitled to a fair return for the risk of handling wheat and other grains.

I wish to commend the different state ass'ns for their support. There has been no friction, we have worked hand in hand with them. Our problems are their problems. There can be no permanent success unless we all succeed. We have attended most of the state meetings and have found them to be splendidly officered, intelligently guided and doing real service for their members, who are the leaders in all movement for the betterment of the community in which they reside.

When the supreme test comes between the organized socialistics, Bolsheviks and other dangerous if not disloyal elements in this country, whose purpose is to destroy all government, you will find these country merchants working in harmony with the farmers and dwellers in country communities and will, with their ballots, elect men to office pledged to uphold the integrity of the nation and insure its perpetuity.

The Railroads: It is not my purpose at this time to discuss this great problem, but I do want to recite this fact, that to no business is rail transportation so important as to the buyers and shippers of grain. To country shippers it is of paramount concern.

Terminal market buyers, as a rule, have many choices of out going lines, but the country buyers are not so favored, as over 70% of country dealers buy grain direct from the farmers at shipping points that have but one railroad. He constructs a costly elevator, keeps it open for business every business day of the year, ready to buy the farmers' grain at its market value, no difference how poor the car supply, the train service or slow the haul, he is there, cannot help himself and must confine his shipments to that particular transportation line. How important it is, then, to the grain trade, that the present deplorable condition into which our railroads have fallen, be righted and at the earliest possible moment.

The railroads are the one great industry in this country that have suffered more than any other since the world war began. The steel industry has flourished during this period as never before. The same is true of coal mining, ship building, textile, rubber, shoe factories and all other basic industries.

Old substantial railroad stocks have declined from twenty-five to seventy-five percent. Railroads that formerly paid dividends have been compelled to pass them, equipment has run down, motive power worn out. Under government control more employees are on the payroll than ever before to do less work. Railroad employees to about 2,000,000 in number are demanding that the roads be bought by the government and run in the interest of these employees and the country as a whole be taxed to pay the resulting operating loss. They believe they are right and they are organized to bring this thing about and fasten on the government a load of debt greater than the world's war has cost us.

A no greater calamity could come to our country than that this thing be done and it will be unless the great majority awake to the danger of such a course and band together to prevent it. If not, the organized interests will put it thru.

At the semi-annual meeting of the Coal Miners Federation in Cleveland there was adopted a resolution, without a dissenting vote, demanding that Congress nationalize the railroads, buying them at their present value, issuing over nineteen billion of bonds to pay for them. At the same time declaring when this was done, the next step would be for the government to buy and operate the coal mines. This adds another 2,000,000 voters demanding government ownership of railroads, coal mines, packing plants and other large industries. Both bodies of men being superbly organized and ready at all times to insist on a hearing. They are capably officered and know what they stand for.

If the railroads and coal mines are nationalized, why not mills and elevators, shops and stores, theaters and newspapers, and lastly, farms? Then a socialistic nation and after that, WHAT?

WHAT WE SHOULD STAND FOR.

We, as an organization, representing as we do, next to agriculture itself, one of the most important business of the country, should stand for something and should have the courage of our convictions. It is not enough that we oppose legislation that we think is harmful to the business we represent. We should favor measures that look to the correction of these evils in the grain trade where they exist or vigorously resent unwarranted interference from governmental agencies.

Shrinkage in the value of farm products: It would be very unpopular at this time to criticize Herbert Hoover and I am not now doing this, but I do want to use his recent statement

to show how any statement coming from a government official is usually taken with much greater weight than the same expression from a private citizen.

A few weeks ago a bulletin accredited to Mr. Hoover was given wide publicity in the public press, which startled the country and enthused a buying mania of corn and other farm products that was then attracting the attention of the speculative public. It stated that conditions in Europe were appalling and that the coming winter would witness more suffering than the world had ever seen on account of the food shortage and that thousands would die for the want of the necessities of life. This added fuel to the flames and prices of food stuffs started skyward until they rose to a higher level than that reached during the war.

Another statement emanating from the same high authority a few weeks later with the same positive assurance of knowing the exact condition in Europe, stated that there was an abundance of foodstuffs and no danger of a shortage, as the warehouses at foreign ports were bursting because of being overloaded with the same things that were so scarce a short while before. It stated that thousands of tons of foodstuffs were rotting because they could not properly be cared for. Almost a panic ensued, prices that had been artificially advanced began to tumble until farm products almost ceased to be bought at all. Corn declined more than forty percent and hogs more than thirty percent in a few days with a heavy shrinkage in the market value of everything produced on our farms.

All this took place without apparent good reasons. Dealers in foodstuffs were frightened out of the market. Legitimate trade was stagnated and the professional speculators had it all to themselves. If a legitimate dealer buys these things and performs a real service by holding them until they are needed, he is denounced as a profiteer, a robber of the needy and is looked upon as an undesirable citizen. Farmers were so alarmed over these unusual conditions that they have greatly reduced our wheat acreage, which may cause very high priced breadstuffs for another year at least.

WE SHOULD URGE FIRST—that the government cease its control over private business. The war is over and there is no warrant for a continuation of such control.

SECOND—we should urge that the government should at the very earliest possible moment return the railroads to their owners with only such legislation as will restore to the Interstate Commerce Commission, or some other governmental administrative body, the supervision of or making of freight and passenger rates, leaving all other questions at issue for future needful legislation. Federal operation of our transportation lines has been so unsatisfactory and unprofitable, it should end NOW.



P. E. Goodrich, Winchester, Ind.,
Re-elected Pres.

You may ask why urge this when it is known that President Wilson has said that the roads are to be turned back January first next. We must remember that a large contingent of well organized men with millions at their command for spreading their doctrines are demanding that the railroads be bought and operated by the government. Congress is making little progress towards needful legislation to return the roads to their owners. If nothing is accomplished by Congress previous to the Christmas adjournment, would it not give the organized interests a fine opportunity to go to the President and say to him, "the people's representatives so recently elected have done nothing. The railroads would go into the hands of receivers if turned back now without advances in freight rates, so why not let conditions remain as they are? Another election will soon be held and you should permit the people to speak on this all important matter."

Would not this throw the whole problem in the political furnace and who knows what would be the result? The President might not listen to them or grant their request, but who knows?

THIRD—we should demand the repeal of the Adamson Law, an example of class legislation that is entirely foreign to the teachings of the fathers of our country. Its enactment into law was secured by methods not creditable either to the organized employees or Congress, who surrendered to the demands of the trainmen at a time the transportation lines, that had been starved for years by inadequate freight rates, were almost in bankruptcy.

Our legislators appear to have an ear very sensitive to organized labor and were beguiled with the plea that its object was to secure shorter hours when it was, in fact, to secure higher pay for their members. Well knowing that train crews could not and are not now working on an eight hour per day schedule. The Adamson law has spread discontent thru-out the labor world by injecting a question of this kind into the halls of Congress and intimidating it into passing a law that would have failed under any other circumstances. It has so lowered the morale of railroad employees that it took one of our great railroad lines in 1918, 40,000 more employees and \$40,000,000 more wages to do a smaller freight and passenger business than in 1917.

FOURTH—we should oppose with all means within our power the enactment of the PLUMB plan of government ownership or control of railroads. It is a socialistic measure of the most extreme type.

FIFTH—we should oppose in every state where we have an affiliated ass'n, the spread of the scourge of the north, Townley and Townleyism, under whatsoever guise it may be traveling.

We should urge the abandonment of the numerous supervising agencies created by the government during the war, they are not needed now.

SIXTH—I would urge that we stand for a Congressional investigation of the Federal Trade Commission to ascertain if it is really a necessary adjunct to the government or to our producers or consumers. An investigation conducted fairly and in the right spirit would divulge whether or not the charges are true that the members of this governmental organization are not of real service to the producers or consumers of the country but are using their position to spread socialistic propaganda.

SEVENTH—The commerce of the world is knocking at our gates demanding the products of our forests, mines, farms and work shops. Their call should be heeded, we should urge that Congress enact the necessary legislation to create a Merchant Marine upon the seas adequate to meet the needs of the country. If it take a subsidy, let us furnish it, it is not fair to expect private enterprises to take all the risk. The American flag should float over our

salesmen seeking business when they enter a foreign port. It is and should be a non-political subject and should be treated in a broad, generous American way.

What we need in America is to cease looking so much at world problems and closely scrutinize our own conduct, as a people. While those in authority at Washington are bickering over a plan to control the powers of the world, our own people are running wild. Even in staid old Boston public officials, the guardians of the law, are striking for more pay, throwing down the badges of authority and permitting riot to run wild in her streets, loot and murder has its own way. Court houses and jails are burned in other cities, men lynched by infuriated mobs, while those charged with enforcing the laws shirk their duty. This lawlessness is not confined to one city or state, but appears to be the rule thruout the length and breadth of the land.

All these things together with strikes and lockouts are prevalent wherever larger bodies of labor are employed and while these things go on our members of Congress in Washington are spending months in discussing a treaty that is supposed to settle the ills of Europe, that should have been concurred in weeks ago or have been promptly rejected.

Just now the President of the United States has returned shattered in health from a trip across the country telling the people, whose servant he is, what they should believe and what they should do in regard to the League of Nations. Yet all the time unrest grows and new troubles foment here at home.

I am not a pessimist but always an optimist, it is inborn within me, and I always believe that the right will prevail. I have the utmost faith that the Almighty has not forgotten this, his chosen people, but he will raise up in due time, a great and good leader, who will not lift his head among the stars and refuse to see and understand the practical every day problems about him. He will rather be a man of the people, who will cherish the ideals of the founders of this republic and will not look so much to world problems but will know the desire of our own folks. Then the problems of capital and labor will be solved in the interests of the whole people. Now union labor is in the saddle and may be riding to a fall.

When we speak of Union labor, we mention its name in a whisper as tho it was a thing sacred and could do no wrong. The time is coming and is not far distant when laws will cease to be made excepting them especially from obedience to laws controlling other business organizations.

What we need now is a leader, who will plead for America for Americans and stand for deportation of every foreign agitator, who is preaching doctrine of hate but will see that this country is a fit place in which native Americans and naturalized Americans can dwell in peace, each striving to attain his ideals without harm, hindrance or hate towards his brother man.

Following the President's report, Sec'y Charles Quinn read his annual report, which follows in part:

Secretary's Report.

The Ass'n has received 87 arbitration cases and disposed of 86 of them by its three arbitration com'ites and its arbitration appeals com'ite.

It has watched carefully your interests at Washington through its legislation committee and has studied 39 bills that have been introduced and that affect your business.

It has compelled the railroad administration to withdraw or to amend every one of its many orders affecting the trade and which orders

were issued since the carriers went under control of the federal government.

It has defeated the railroads before the Interstate Commerce Commission in the famous Docket No. 9009 covering loss and damage of grain in transit.

It has brought two more state ass'ns into the National, increasing the number of affiliated ass'ns to eleven.

It has secured 361 new direct and associate members, the largest number of new members ever brought into the Ass'n in any one year since its organization.

It has conducted the most successful booster campaign in its history.

It has seen all records broken in point of membership with a grand total of direct, associate and affiliated members, of 4,307.

It has spent more money on transportation, legislation and food control matters than it received in total revenue a few years ago.

This recapitulation, your secretary is assured, will be most pleasing to the members. It shows that there has been great activity within the organization. It also demonstrates that the vitality and virility of the Ass'n is not only not impaired but is increasing.

ARBITRATION.

The following table gives in detail what has been done in arbitration during the year:

Number of cases at the beginning of the convention year	43
Number of new cases during the year	87
Total	130
Total of arbitration decisions during the year	56
Cases withdrawn	7
Cases settled direct	15
Cases dismissed	4
Expulsions for refusing to arbitrate	4
Cases pending	44
Total	130
Appeal cases pending at beginning of convention year	7
Cases appealed during the year	26
Total	33
Appeal cases disposed of during the year	12
Appeal cases withdrawn	9
Sent back to arbitration committee for further consideration	1
Appeal cases pending	11
Total	33

Since the last convention 361 direct members were added and two more state ass'ns were affiliated. This large membership and prospective growth makes it imperative that another arbitration com'ite be created, and your sec'y respectfully suggests that provision be made at this convention for the formation of a fourth arbitration com'ite.

Expulsions.—Last year the Ass'n was forced to expel five members who refused either to arbitrate or to abide by the decision of the arbitration com'ites. This year four such expulsions took place. These four expelled members are: The Davis Milling Co., Norfolk, Va.; the Orange Milling Co., Orange, Va.; the Franko Grain Co., Milwaukee, Wis., and the Wisrodt Grain Co., of Galveston, Tex.

It is difficult indeed to get the viewpoint of the man who will accept expulsion, with the stigma that attaches to it, rather than pay an award given by able and disinterested men who know neither of the litigants and who are striving simply to do substantial justice in an arbitration case. Four expulsions out of 87 cases started is not a bad record, of course, but still it is four cases too many. Education



First Section Photograph of Grain Dealers at St. Louis Convention Oct. 13-15.

and time will reduce the number. No man can afford to be expelled from the Grain Dealers National Ass'n. It has become so large that it now includes in its membership practically every dealer in the terminal and in the smaller markets. It is business suicide to cut one's self off from communication with so many dealers, and this is what an expulsion virtually means, because no honorable dealer wishes to trade with one who will not live up to the obligations which he voluntarily assumes.

Arbitration Fee.—There is another matter connected with arbitration that your sec'y wishes to draw to the attention of this convention, and that is the arbitration deposit fee. This fee is now ten dollars. It should be increased to \$25.

When the fee was placed at the first figure years ago the members of the arbitration committee did not meet. The cases were decided by correspondence, and the papers were sent under registered post from one arbitrator to another. Realizing that this method might be the subject of some criticism, by disappointed litigants, and desiring to keep up the foundational character of arbitration the Ass'n decided several years ago to have the members of each arbitration com'ite meet at some central point and "thresh out" the cases orally after the papers had been studied at their homes. This greatly increased the expense of arbitration. The increase in railroad fares and hotel rates as reflected in the general high cost of living has made arbitration something of a burden for the Ass'n.

There is no reason why arbitration should not be self-sustaining. The revenue should be enough to pay the cost of the service, especially when it is remembered that the arbitrators give their time and experience gratis.

Your sec'y recommends to this convention that section one, of Article VI of the arbitration rules be amended to provide for this increase.

Trade rules.—Rule 22 reads as follows:

"RULE 22. CAR LOTS OF GRAIN AND ASSORTED FEEDSTUFFS: These rules shall also govern transactions in feedstuffs in straight car lots, and grain, feedstuff and flour in assorted car lots."

The convention is asked to make this rule plainer so that there will be no question as to just where the jurisdiction of the Ass'n begins and ends.

MEMBERSHIP.

DIRECT AND ASSOCIATE:
Direct and associate members reported at last convention1,382
New direct and associate members since last convention 361

Total1,743
Direct and associate members in good standing on Oct. 11, 1919.....1,531
Direct and associate members lost during year 166
Number of delinquents 46

Total1,743
Net increase in direct and associate members 195

DIRECT MEMBERS:
Direct members reported at last convention1,356
Direct members secured since last convention 339

Total1,695
Direct members in good standing Oct. 11, 19191,485
Number of delinquents 45
Direct members lost during the year, 1919. These losses were from the following causes:
Resignations94
Dropped for non-payment of dues 9
Gone out of business52
Expelled 4
Rejected 6

Total 165
Net increase in direct members..... 174

ASSOCIATE MEMBERS:
Associate members reported at the last convention 26
New associate members secured since last convention 22

Total 48
Associate members in good standing Oct. 11, 1919 46
Associate members lost during the year 1
Number of delinquents 1

Total 48

Net increase in associate members 21
AFFILIATED MEMBERS:

Affiliated members on Oct. 11, 19192,730
Affiliated members reported at last convention2,412

Increase 318

The affiliated membership is divided among the 11 affiliated state associations as follows:

Illinois Grain Dealers Ass'n 377
Indiana Grain Dealers Ass'n 285
Western Grain Dealers Ass'n 438
Kansas Grain Dealers Ass'n 448
Missouri Grain Dealers Ass'n 275
Ohio Grain Dealers Ass'n 292
Oklahoma Grain Dealers Ass'n 173
Texas Grain Dealers Ass'n 219
Michigan Hay & Grain Ass'n 59
Pacific Northwest Grain Dealers Ass'n..... 28
Northwestern Grain Dealers Ass'n 136

Total2,730

Total number of direct, associate and affiliated members on Oct. 11, 1919.....4,307

Total number of direct, associate and affiliated members reported at the last convention3,794

Increase 513

As will be noted by the foregoing table the past year has seen a net increase in direct members of 174 and an increase of 21 in associate members, or a total net increase of 195. There was also an increase of 315 in affiliated members, showing a total net increase in direct, associate and affiliated members of 513.

There are 2,730 affiliated members in the eleven Ass'ns and these added to the 1,577 direct and associate members gives the National Ass'n a grand total of 4,307.

There is but one more state organization that is not affiliated and it is hoped that this Ass'n will be taken in by the time the next annual convention meets.

FINANCIAL STATEMENT.

Your sec'y is pleased to inform you that the finances of the Ass'n are in splendid condition. Our surplus, you will observe, amounts to \$19,275.67. The statement in full, covering the period from Sept. 21, 1918, to Oct. 11, 1919, is as follows:



Second Section Photograph of Grain Dealers at St. Louis Convention.

RECEIPTS.

Cash on hand last report	\$19,678.24
Direct dues	17,849.50
Direct membership	5,002.50
Associate dues	362.50
Associate membership	319.00
Regular subscriptions to Who Is Who	890.50
Affiliated subscriptions to Who Is Who	1,148.50
Who Is Who advertising	16,021.87
Sundries	156.88
Arbitration deposit fees	2,440.00
Affiliated dues	1,185.00
Investments	61.33
Total receipts	\$65,115.82

EXPENDITURES.

Salary account	\$10,366.00
Office supplies	1,059.34
Express and telegrams	490.91
General printing	295.36
Who Is Who in the Grain Trade	15,835.71
Office rent	650.00
Telephone rent and tolls	163.25
Refund arbitration fees	1,265.00
Legislative expense	\$1,174.85
Transportation expense	3,649.84
Advisory Com'ite expense	4,266.63
Officers' traveling expense	9,091.32
Sec'y's traveling expense	1,036.94
Postage	1,072.15
Sundries	1,033.12
Convention expense	716.72
Arbitration expense	1,550.58
Returned application fees	1,123.75
Returned application fees	90.00
Total expenditures	\$45,840.15
In Bank:	
Commercial account	\$ 9,199.92
United States Liberty Bonds bearing 4% interest	10,000.00
Petty cash account	327.00
	\$19,526.92
Outstanding checks	251.25
	19,275.67
	\$65,115.82

Black-Balling of Applicants for Membership.
—Before leaving the subject of membership your sec'y desires to recommend that the by-laws of the Ass'n be changed with reference to the rule for admission of new members. Section 1, of Article IV, covering membership and

dues states that applications for membership shall be approved upon receiving a two-thirds vote of the board of directors. This section is unworkable and it ought to be changed. There are twenty-six members of the board of directors—twenty-two elective members, the retiring president and the president and two vice-presidents. In order to reject an application under Section 1 of Article IV, it would be necessary to secure nine "blackballs" or the negative vote of nine members. There has never been, to the knowledge of your secretary, a single application that received more than two negative votes. And it is easy to understand this. The applicants come from all sections of the country and are known to but few directors, that is, of a list of say twenty new members sent out for approval no single director would know more than a small number. His knowledge of the applicants would necessarily be confined to those who applied for membership from his own territory. An applicant from the Pacific coast, for example, would not likely be known by any member of the board except the Ass'n's director at Seattle. Such an applicant could get into the Ass'n under the present rule, without regard to his record. The Pacific coast director might vote to reject the application because he knew the character of the applicant, but he would be the only member of the board who did, and the applicant could demand admission should he invoke Section 1 of Article IV of the By-Laws.

Your sec'y has been rejecting applications upon the negative vote of one director because of the unworkability of the rule referred to. The matter was taken up several years ago with the chairman of the Executive Com'ite and he advised that the practice be continued of "turning down" applications should any director refuse to approve them and give good reasons therefor. It was felt that it might not be advisable to change the section so as to make it specifically state that an application might be rejected by one negative vote.

A considerable number of applications are annually rejected, and during the last campaign some feeling was aroused by some of the rejected dealers who charged that they were kept out of the Ass'n thru the ill will of one man. Your sec'y is quite sure, however, that there is no ground for this charge, because the members of the board are too broad-

minded to permit personal feeling to enter into a matter of that kind.

Your sec'y has a suggestion to offer that, he believes, will overcome the objection to the present rule. He would recommend that the president be empowered by this convention to appoint a committee of three to whom all rejected applications would be submitted. It would be the duty of this committee to examine into each case and make a report to the board. The directors could, of course, either accept or reject this report. It is believed that this plan would overcome the criticism of the present method of rejecting applications. Such a committee ought to be a permanent one and be included in the list of standing committees appointed by the president annually. In order to effect this change it will be necessary to make an addition to Section 6, Article IV, of the constitution of the Ass'n.

The following com'ites were appointed by President Goodrich:

COM'ITE ON SECRETARY'S REPORT:
John S. Green, Louisville, Ky.; C. E. Groce, Circleville, O.; W. S. Washer, Atchison, Kan.; J. H. Cofer, Norfolk, Va., and E. M. Wayne, Delevan, Ill.

COM'ITE ON PRESIDENT'S REPORT:
A. L. Scott, Pittsburg, Kan.; C. A. McDonald, Duluth, Minn.; D. W. King, Ft. Worth, Tex.; L. W. Forbell, New York City, and B. L. Christy, Viola, Ill.

NOMINATIONS COM'ITE: E. C. Eikenberry, Camden, O.; L. G. Metcalf, Illiopolis, Ill.; J. W. Sale, Bluffton, Ind.; G. P. Bissel, Central City, Nebr.; W. M. Bell, Milwaukee, Wis., and U. F. Clemons, Marshall, Okla.

RESOLUTIONS COM'ITE: H. N. Sager, Chicago, Ill.; Bennett Taylor, Lafayette, Ind.; O. W. Cook, Columbus, O.; F. G. Horner, Lawrenceville, Ill.; J. J. Culp, Warrensburg, Mo.; Robert Ryon, Lansing, Mich.; E. Bossemeyer, Jr., Superior, Nebr.; Lee Davis, Scranton, Ia.; J. McVay, Great Falls, Mont.; W. M. Randels, Enid, Okla., and B. E. Clement, Waco, Tex.

Meeting adjourned for luncheon.



Third Section Photograph of Grain Dealers at St. Louis Convention.

Monday Afternoon Session

Max Thelen, Washington, D. C., Director of Public Service and Accounting of the U. S. Railroad Administration, was the first speaker introduced by President Goodrich after the second session was called to order.

After briefly reviewing the history of such well known transportation controversies as those involving General Order No. 57 and General Order No. 15 and the form of liability clauses, he pointed out that the grain men had been satisfied with the work done in revising these general orders. He said further in part:

Let me explain first, what the Division of Public Service is, and its reason for existing. It is one of ten divisions of the Railroad Administration in Washington. The directors of the ten divisions constitute the staff of the Director General. The Division of Public Service has joint jurisdiction with the Traffic Division over rates. No rates are changed by the R. R. Administration unless the D. of P. S. concurs in the change. Many complaints have been received on the so-called car shortage. You all know what a large and abnormal demand exists. The number of cars loaded to Sept. 1 this year exceeded last year for a like period by 7,800 cars. For example, take the refrigerator cars for movement of perishables, the figures show that up to Sept. 30 25 per cent greater movement than any like period in history. California alone shows 40 per cent more cars than any previous year. All this tremendously abnormal traffic is in the face of the fact that the equipment is only slightly increased since the government took hold. The car shortage this year is 25,000 cars less than the 1917 shortage. I am not advocating Government control, but I do advocate unified control by somebody of the rolling stock of the country.

The R. R. Administration estimates that it will be necessary to transport from farms 824,515,000 bus. of wheat, the balance being held for seed. By Sept. 30 we had transported 451,199,000 bus., compared with 412,980,000 bus. transported up to Sept. 26 last year. This is better than last year by 38,000,000 bus. There were 373,376,000 bus. to be transported from Texas, Oklahoma, Nebraska, Kansas and Colorado. There still remains in Texas 12,250,000 bus. to be moved, in Oklahoma, 13,402,000 bus., in Kansas 65,224,000 bus., in Nebraska 24,062,000 bus. and in Colorado 9,673,000, or a total of 124,611,000 bus., or approximately one-third of the entire amount. These states are in trouble, but their problem is not so much getting cars as it is storage at gulf ports and ships to load into. Galveston elevators are full. Cars are loaded and standing on track there and many more cars are on their way to that port. The R. R. Administration saw that the only way to empty Galveston was to get ships, and they have taken the matter up with the Shipping Board. Arrangements have been made to send English cargo ships to Galveston. Neutral countries will get the grain loaded out at Galveston.

The matter of moving the grain crops has been taken up by the Director General personally.

Government Ownership: Whether the lines are retained by the government or returned to private owners there are a few things under the R. R. Administration that have been very

beneficial and should not be discarded. Pooling freight equipment, for example, unification of terminal lines, and the consolidated ticket offices. The railroads should have the right to alter shippers' routing instruction when emergencies arise. Cut down competitive train service and eliminate waste.

Freight claims were handled very unsatisfactorily at start of R. R. Administration. The number of unsettled claims decreased from 800,000 to 500,000, or 35%, at a rate of 10% decrease per month. Under private ownership some companies handle claims promptly, while others take poor care of their claims.

During the few remaining months of Government control of the railroads I ask you to remember the D. of P. S. if satisfaction is not obtained.

Several questions were put to Mr. Thelen at the close of his address, but Mr. Thelen, instead of answering for the benefit of all, in most instances, took the dealer's name and address and promised to "take it up" by mail.

Transportation Com'te Report.

Henry L. Goeman, chairman, Mansfield, O., read the following report:

The Transportation Com'te beg to report that since our last annual meeting there has been referred to us a number of important matters relating to transportation and which has kept the chairman of the com'te extremely busy.

About four years ago the Interstate Commerce Commission, of its own volition, started to find out all about grain claims made by shippers against the carriers. During the progress of that inquiry, which took about three years, the Commission, on February 4, 1918, adopted a report by Examiner H. C. Wilson (48 I. C. C. 530), and, after stating that all parties to the proceeding having co-operated to bring about prompt and just settlement of claims, stated:

"The carriers and shippers will be expected to arrange promptly for a conference of their representatives with a view to an agreement upon rules and practices to be observed in filing investigation and disposition of claims."

In pursuance of that request of the Commission the carriers and shippers each appointed a com'te of fifteen to confer and reach an agreement on the points suggested by the Commission, but this committee were unable to agree. Thereupon Commissioner Clark addressed a letter to the Chairman of each com'te requesting that a small working com'te be appointed by each party. In compliance therewith the shippers and carriers each appointed a com'te of six. These smaller com'tes had numerous lengthy meetings—one at Chicago, one at Battle Creek, one at Mobile and the final one at Washington.

At the first meeting of these smaller com'tes Henry L. Goeman was chosen chairman of the joint conference, and acted as chairman thruout the meetings. The result of these meetings with the order of the Commission has been printed and mailed to every member of the Ass'n, and I suppose all are familiar with the tentative report.

Nov. 8 Hearing on Grain Claims.—I beg to advise that the Interstate Commerce Commis-

sion have mailed advice that they have assigned for oral argument in Docket 9009, November 8, 1919, ten thirty o'clock A. M., at the office of the Commission, Washington, D. C. In concluding my remarks on Docket 9009, I want to express my sincere thanks and appreciation to the members of the Shippers Committee, also the members of the Scale Committee for their valuable and conscientious work.

Order No. 57.—This order of the Railroad Administration created trouble and with claim agents refusing to pay a great many claims, shippers were insistent that the order be cancelled or amended.

Your chairman had several conferences with Mr. J. H. Howard, Manager Freight Claim Section of the Railroad Administration, but without results.

On Jan. 17, 1919, I telegraphed Sec'y Quinn to ask our members to at once wire Mr. Walker D. Hines, Director General, also Mr. Charles A. Prouty, Director Division of Public Service, also their Senators, urging that order 57 on grain claims be immediately withdrawn.

The telegrams sent to members of the Senate brought results, and Director General Walker D. Hines requested Mr. Max Thelen, who had succeeded Mr. C. A. Prouty as Director Public Service at this time, to go over all questions which had been raised in connection with Order 57, and careful consideration of the subject by Mr. Thelen led to the order being modified in a number of important respects as per General Order No. 57-A, under date of February 25, 1919. While the amended order 57-A was not entirely satisfactory, I believe Rule 8, Paragraph (a) was probably the principal objection, because it is clearly contrary to law to say that a carrier will not pay a claim for loss unless the claimant can show a defective record and have it sustained by the carrier.

However order 57-A contains the following paragraph:

"The following rules shall apply until superceded by others that may be adopted as a result of investigation and study of the subject now being carried on by carriers and shippers in connection with the Interstate Commerce Commission."

This has reference to Docket 9009 Claims for Loss and Damage of Grain; as this case is now near its end, we no doubt will within the near future have a final order from the Interstate Commerce Commission, and which I hope will give the grain interests the relief desired.

J. H. Howard Order No. 6.—As to the settlement of claims for lost or damaged property on the basis of the value at the time and point of shipment beg to advise that this clause of the present Bill of Lading has been tested in Court by the McCaull Dinsmore Company, and they secured a decision in United States District Court for the District of Minnesota with the result that the clause in the Bill Lading is invalid and unlawful. This decision has just been affirmed by the Circuit Court of Appeals for the 8th Circuit.

This will be taken care of in the new B/L and claims will then be settled on a basis of market value.

Universal Transit.—During the early part of the year the railroad administration had up the subject changing the milling in transit as well as the grain transit arrangement.

The Millers' Federation and Grain Dealers' National Association jointly objected to the Universal Transit and filed a brief in support of our objections and instructions were finally issued from Washington dropping same.

Freight Rate Advance.—Objected to the 2c per 100 all rail advance on grain from Central Freight Association territory and had same indefinitely postponed.



Fourth Section Photograph of Grain Dealers at St. Louis Convention.

Bill of Lading.—The new form of B/L which was to go into effect September 8, 1919, has been postponed until further order of the Commission, due to court injunction. This will permit the continued use of present form of B/L.

The export form seems to be unsatisfactory to those using export bills. The question also arises as to the domestic form owing to the Commission prescribing one bill known as straight form. The opinion seems to be that there should be two bills, one straight and one order form; also that the color scheme of white and yellow forms should be continued, and that the bills shall conform strictly with the language of the Pomerene B/L law. Also that all forms of B/L be of uniform size.

I believe if the above objections were complied with the grain trade would be satisfied.

The addition of the "Without Recourse" clause on the face of the B/L, which when signed by the shipper, becomes notice to the carrier that all charges must be collected from the consignee and preventing the carrier, in event of such failure, from billing on the shipper for the claimed amount. The clause should be used by every shipper.

Uniform Grain Minimum Weights.—For several years there has been an effort to establish uniformity in the matter of minimum weights on shipments of grain.

Numerous conferences were held between carriers and shippers and in Central Freight Ass'n and official classification territory a rule is in effect that car loaded to 30 inches from the roof at the side wall of the car would comply with car load rule. Negotiations had also progressed with Western Trunk Line Committee where this 30 inch rule would be recognized, but Government control of the railroads prevented same from going into effect.

On March 12, 1919, a joint notice of Bureau of Markets and Railroad Administration was issued requesting the loading of cars to 24 inches between top of the grain and the roof of the car at side walls of car.

This subject is now under further discussion between the Bureau of Markets and Railroad Administration at the request of the grain shippers, who are insisting upon a clean certificate of inspection as to grade of grain on inbound road or of initial inspection.

I am in hearty sympathy with the request of the railroads for co-operation in promoting car efficiency, but I feel that carriers should not by tariff publish rules that will take away shipper's right and privilege of protecting himself by proper loading to secure clean certificate of grades on initial inspection. The Bureau of Markets states it is necessary to have 30 inch space for sampling purposes in order to give this clean certificates and until they change their position, I believe we should insist on tariff rule of 30 inches as a basis for minimum car loading. The carriers need have no fear of not getting heavily loaded cars of grain. The car shortage whenever it exists automatically enforces heavy loading.

Quality of grain varies with the seasons and when nature gives us a poor quality crop the tariff should be such as to enable the shipper to load safely.

General Order No. 15.—Referring to U. S. Railroad Administration General Order No. 15, dated March 26th, 1918, covering installation and maintenance charges on industry sidetracks, this order brought protest from every section of the country and a very large correspondence.

I objected to Order No. 15 as being unfair and unlawful and filed a brief in support of my contentions. After a considerable period of negotiation through Mr. Max Thelen, Director of Public Service, there was appointed a committee of four, composed of the Director of Traffic, the Director of Public Service, the Director of Operation and the Director of Capital Expenditures, and the report of this committee brought about the Supplement No. 2 to General Order No. 15.

The liability clause is not a part of General Order No. 15 at all, as those who have read Order No. 15 no doubt will know.

General Order No. 15 says nothing about the question of liability, but the liability clause comes up in connection with individual forms of contracts which are used in the various regions.

The contracts being used in various sections of the country containing liability clauses were most unfair to the shipper.

This Supplement No. 2 practically leaves the situation regarding sidetracks and leases the same as before General Order No. 15 was issued and, therefore, whatever practices were in effect by the various carriers prior to March 26th, 1918, are continued and where the Railroad Company was taking care of the maintenance of sidetracks, such expense shall be borne by the U. S. Railway Administration and not by the industry as heretofore provided by General Order No. 15.

Order also states it is not necessary to sign contracts. This leaves the situation, when leases are submitted to shippers to sign under the Railroad Administration, optional with the

shippers, whether they desire to accept the conditions of such leases, including liability clauses. Furthermore the railroads are permitted to enter into such contracts as to liability clause as they individually considered proper.

Supreme Court decisions have recently been made in two instances, one being Chicago and Northwestern Ry. vs. Ochs, Docket No. 159. This was an order of The State Railroad Utilities Commission of Minnesota requiring Railroad Companies to extend a sidetrack partly at its expense from its main line to a manufacturing plant. In this case the Court held that the sidetrack is a public and not merely a private siding and that it became additional trackage for public use and becoming property of the company and an integral part of its system. The question of requiring the Railroad Company to build, at part of the cost, does not involve a taking of its property without compensation and without due process of law.

The decision further states as a common carrier the Railroad Company assumes and must discharge the obligations which inhere in the nature of its business. Among these obligations is that of providing reasonably adequate facilities for serving the public.

In another case, Lake Erie & Western Railroad vs. State Public Utilities Company of Illinois ex rel Cameron, argued and submitted March 13, 1919, decided April 14th, 1919, Supreme Court Docket 204. By an appeal from an order of the Illinois Public Utilities Commission after notice and hearing requiring a Railroad Company to restore a sidetrack passing an individual elevator and coal yard, stated same does not take its property for private use or for public use without compensation, and that it is being ordered restored on the basis that the cost is justified by the business, to be reasonably expected, and that it will retain its public character and be open by other shippers. By inference in these decisions, the court holds that when tracks are restored or built the company will own same and be entitled to make a reasonable charge for their use just as is the case with other property employed in the company's transportation service.

It seems to me if carrier has a right to compensate the same may be and is usually included in the rate which it is entitled to charge. Therefore, an enforced discharge of the duty to provide such facilities does not amount to taking of property without compensation merely because it is attended with some expense.

A carrier usually pursues a definite and certain course in arriving at and fixing rates for transporting every commodity; it is generally understood that due consideration is given to the amount of investment including such items as equipment, facilities employed for particular commodity transported, sidetrack investment and maintenance of same, the distance hauled, the care required to properly transport, loss and damage from every cause and all costs for which they are liable under the law as well as the cost of material and labor. This being true it is possible that the carriers shall be entitled to additional compensation for this same service and investment and that further the industry shall be compelled to furnish a part of the working capital to this public utility, simply to get service when, as a matter of fact, it is the unquestioned duty of this public utility to furnish adequate facilities to receive and transport all freight tendered.

It also seems to me that the railroad companies are compelled to furnish sidetrack facilities, and where they pay part or all of the expense of construction and maintenance that they have the right to make a charge for such services as are performed in the switching of products of the industry. I contend, however, that the railroad company shall not necessarily make a charge for installation and maintenance, but that such charge can be covered by a general switching charge or where shipments are made over the carrier's line serving an industry the rate of freight to its final destination usually covers the acceptance of such shipments at industry plant track and the switching charge being absorbed in the rate.

There is no question but what the loading in carload lots of vast quantities of grain on so called private sidings at grain elevators is of great benefit to the carrier, in that it enables them to secure a vast tonnage of business without the congestion which would occur if the carriers were compelled to furnish all the facilities themselves.

Regarding the liability clauses which the carriers were desirous of having shippers accept and sign contracts to cover, my contention has been that these contracts were too drastic and relieved the carriers of their common law liability and regarding which the court decisions have been quite numerous and generally such decisions were to the effect that the carriers could not limit their liability against their own negligence without a valuable consideration. It is generally conceded that in all of the states by the decisions of the courts that a common carrier may exonerate itself by a contract from liability other than for the negligence of its officers and employees. In a few of the states it has been held that a common carrier may exonerate itself from all liability, including that

caused by the negligence of its own officers and employees but the great weight of authority they seem to support the principle, which underlies all of the decisions and which is to the effect that a Railroad cannot contract for exemption in whole or in part from liability for loss by fire or otherwise in derogation of its duty to the public as a common carrier; it has been held in some instances that a carrier may free itself from liability for a valuable consideration, where for instance a warehouse building located on its property may be destroyed by fire, and in a few instances this rule is made broad enough to release it from liability for fires caused by its own negligence extending beyond its property; this is by no means supported by many decisions or any well defined line of authority.

It is without doubt the rule that in instances where no contracts providing for exemption exists the railroad company is liable under the Common Law for injuries and damages sustained in the conduct of its business. Heretofore shippers generally have attempted to secure sidetrack facilities by applying to the individual carrier serving the industry, and all sorts of contracts and agreements have been entered into and the contracting parties have not taken into consideration the duty of the carrier to the public generally to furnish adequate facilities without respect to charge or compensation from the individual shipper.

With the growth of industry and industrial centers it has become necessary in many instances to seek additional sidetrack facilities, and this we claim is the duty of the carrier to furnish at its own expense in the proper conduct of its business as a public utility. We believe that the better policy to follow would be the application to state railroad commissioners seeking an order compelling the installation of sidetracks adequate to the needs of the community and its industries and after securing such an order it would be immaterial to the carrier whether the same be constructed wholly upon its own property or whether it be the extension of so called private sidetracks and carriers would not then hesitate to extend so called private sidetracks or refuse to build new ones, especially when the same is built over the property of the industry or industries to be served.

While it is true some decisions of courts and Interstate Commerce Commission have been in favor of the carriers, I cannot help but feel that an opinion rendered by Luther M. Walter to the National Industrial Traffic League on March 24, 1916, should govern shippers in their negotiations with carriers on sidetrack leases.

Mr. Walter states,

"1st.—That the liability clause of leases and sidetrack agreements is properly the subject of jurisdiction by the Interstate Commerce Commission.

2nd.—The carrier cannot lawfully limit its liability to property the subject of transportation where the loss, damage, or injury is caused by the carrier.

3rd.—The liability clause should apply alike to traffic transported in intrastate commerce and in interstate commerce.

4th.—The carrier cannot limit its liability for loss, damage or injury caused by its own negligence, or that of its agents or employees.

5th.—The liability clause should be uniform in all leases and sidetrack agreements, executed by common carrier subject to the Act to Regulate Commerce."

I understand that the Interstate Commerce Commission on Jan. 5th, 1914, initiated on its own motion and inquiry and investigation in the matter of leases and grants of property by carriers to shippers known as Docket No. 6562. This case is still open, and pending the outcome of whether the carriers are going back into the hands of their owners. My recommendation is our Ass'n and grain men generally should intervene in this case.

In conclusion I wish to call your attention to Order No. 15 and minimum loading, and suggest that the Transportation Com'te be instructed as to further action desired on these matters as well.

I believe this report would not be complete without expressing my sincere appreciation and thanks to Mr. Max Thelen, Director of Public Service of United States Railroad Administration for the courtesies extended to me during the negotiations of the various subjects and his willingness at all times to give the shippers the benefit of the doubt and to have the orders adjusted properly, if possible.

Geo. A. Wells, Des Moines, Ia., read the report of meetings of the Advisory Com'te of the grain trade with Julius H. Barnes, United States Wheat Director, from which we take the following:

Grain Trade Advisory Com'te Report.

At the general grain trade conference held at New York last June the following were appointed to represent the Grain Dealers' National Ass'n on the Grain Trade Advisory Com'te: L. H. Powell, Wichita, Kan., F. G. Horner, Lawrenceville, Ill., and W. N. Randels, Enid, Okla.

Mr. Van Dusen, chairman, called a meeting of the Com'te at Chicago Dec. 2, 1918, which was held without taking any definite action except that a resolution was unanimously adopted expressing the appreciation of the Com'te to the officers of the Grain Corporation for the efficient, patriotic and self-sacrificing work that they had performed.

Chairman Van Dusen called another conference of the Com'te with representatives of the grain and milling trades at New York.

During the conference a delegation consisting of Chairman Van Dusen of the Advisory Com'te, A. E. Reynolds, chairman, and Geo. A. Wells, members of the Legislative Com'te, were appointed to go to Washington and confer with Chairman Lever of the House Com'te on Agriculture in regard to the preparation of a bill for a law to provide for the handling of the 1919 wheat crop.

The Com'te found that the President had instructed Chairman Lever to prepare such a bill, which was done and practically extended the provisions of the Food Control Act in carrying out the 1919 wheat price guarantee, which bill became a law.

On June 10 and 11 a hearing was given by Mr. Barnes, Pres. of the Grain Corporation, at New York to representatives of the grain and milling trades to consider plans for the handling of the 1919 wheat crop. This conference was the largest and most representative of its kind in the history of the country, nearly four hundred delegates being in attendance, representing all the grain exchanges, state and national, the farmers co-operative organizations, the boards of trade and grain exchanges generally, the granges and other farm organizations, the national and state millers ass'ns and the various organizations of bakers.

Margin Reasonable and Not Arbitrary.—A few days previous to the general conference, the Grain Trade Advisory Com'te were granted a special conference by Mr. Barnes at which the various conditions of the proposed trade contracts were thoroughly considered. The Advisory Com'te urged that the buying margin on wheat at country elevators should not be arbitrarily fixed, but that the regulations should provide for a "reasonable" buying margin.

The Advisory Com'te also expressed unanimous opposition to the provision of the tentative agreement which provided that all parcels of wheat graded lower than No. 3 Federal standards, the dealer should retain a sample properly identified for a period of sixty days after purchase.

The grain trade conference held on June 10-11 upheld the suggestions of the Grain Trade Advisory Com'te and these changes were adopted by the Grain Corporation.

I thoroly believe that the record of the Grain Corporation as to commercial efficiency and moral integrity will show a higher standard than any other Government agency organized to meet the emergency of war conditions and that the grain trade has been most fortunate indeed in having men of integrity and grain trade experience in charge of the affairs of the Grain Corporation.

A letter from M. L. Jenks, Duluth, Minn., chairman of Telephone and Telegraph Com'te, was read.

Protests to Postmaster Burleson All in Vain.

There is really nothing to report, as it seemed impossible for this com'te to accomplish anything while the telephones and telegraphs were under the management of the administration. We did make several complaints to Postmaster General Burleson, but got no satisfaction from him, and as the impression seemed to be that the wires would be turned back to private control, and which has been done, we dropped further agitation. We can only hope that we will get better service as soon as the corporations have got the business adjusted.

Adjourned to Tuesday morning.

Two brides came to the convention. Mrs. J. Herbert Smythe, Jr., of Chicago, and Mrs. Earl Mitchell of Kansas, Ohio.

St. Louis, its attractions and points of interest were well advertised in copies of known St. Louis papers given to visitors.

Many dinner and luncheon parties were given during the convention at one of which the guests were served a 35-lb. catfish caught by Gene Dwyer.

The directors of the Ass'n met after the last session of the convention. No decision was reached on the place for holding next year's meeting. Charles Quinn was reappointed sec'y at an increased salary. The only change made on the Executive Com'te was the replacing of T. J. Hubbard, Mt. Pleasant, Mich., by Earle Combs of Chicago.

Tuesday Morning's Session

T. E. Wilson, President of Wilson & Co., Packers of Chicago, gave the opening talk of the session, from which we take the following:

The High Cost of Living.

Your president has been good enough to ask me to speak before this large and enthusiastic convention and has assigned me the topic of the day, or "The Real Reason for the High Cost of Living." The high cost of living, as I see it, is not a problem of our country alone, but a world problem. I have recently returned from Europe, where I found conditions similar to the situation in this country, only on a much larger scale. Summed up, the entire civilized world has been at war for a period of years and men have been taken from their usual constructive occupations and have directed their energies to destructive work. Governments have consumed the wealth of nations for the purchase of supplies in a manner extravagant beyond all reason. Now that the world has returned to constructive production many men are missing, either from death, sickness or wounds, and those who are able to work are uninterested and have discontinued, at least temporarily, all production. The whole world is on an extravagant basis, they are celebrating the victory. We are having an international holiday of unusual buying and entertainment. Going back to work has been delayed by the slowness in signing the peace treaty. But now that the treaty is nearing a settlement men will take up work more vigorously and with a little more confidence in the future.

A lot of money is being spent in the countries recently engaged in war and this is also true of the conquered as well as the conquerors. Germany has plenty of money and they are spending it, such as it is. Conditions are bound to change; we are going to do our bit, just as we did during the war, only in the new cause it will be all-producing instead of all-saving. The time is coming soon when reasonableness and saneness will again prevail. In Europe this change will come slower than in America, but the change is sure to set in.

One very important factor in the H. C. L. that has been greatly overdone is profiteering. There is some, there is no question about it, probably entirely too much, but there is not sufficient to attribute the high cost of living to that factor and that alone.

The government may bring temporary relief by putting some lines of business on the Bureau basis, but this relief cannot be lasting and will only tend to raise prices in the long run. I will give you the experience of the packing industry in that respect. Our profits were limited, by the government, to 9% on the invested capital for twelve months. The Five Big Packers, as they are often called, were allowed to make 9%, but they actually made only 5% to 6%. They were allowed to make 2c on every dollar turnover. They made, all told, \$16,000,000, or \$25,000,000 less than they could make and keep within the Government regulations. This factor in itself shows that the claims of manipulation and price fixing by the Big Five are wholly unsound and without any

foundation, for had the Big Five been in combination they wud have made the entire 9% on investment, allowed by the government, instead of the 5% to 6% they did make. The talk of profiteering, however, with reference to the packing industry has reference to the after-war period and with the conditions we have had to meet since the government lifted its hand, we will make less this year than we did last year. My own firm made 1.6% on the dollar turn over last year and 5.6% on the investment. If we are making less this year there is little room to make claims of profiteering against the packers.

Necessity for Business Cooperation: The grain trade shud know these things. The packing industry is allied to the grain trade in a certain degree, for 90% of the corn and oats raised is fed to live stock; 50% of the barley and 40% of the rye is consumed by feeding stock.

I see a greater need for closer relationship between the industries of the country. The working of the packing trade shud be and must be in cooperation with other large activities of national and international breadth. The time will come when you will be deeply interested in the packers, the steel corporation, the manufacturers and the producers of raw materials. If we are to maintain the supremacy we are now holding we will have to do some team work. The get-together spirit must prevail.

I feel that the packing industry, like many other large industries of the country, is run more efficiently, and can continue to be run more efficiently and advantageously to the consumer, by private ownership rather than by injecting politicians into the field. I am opposed to the Kenyon bill proposing to license the packers and run the meat industry of the country by men who have had no business experience. I am opposed to it because if such a program is put into effect it will not be long before regulation and control extends to all big business for the country.

During the past 100 years the country has been free and unhampered by any continued control of business by the government. We have made wonderful strides forward. We have gone head and shoulders over other countries. The same freedom is needed now. Let us stand by the constitution and continue our march forward.

Greetings From Canada.

Dr. Magill, secretary of the Winnipeg Grain Exchange, conveyed the greetings of the Grain Trade of Canada to the Ass'n. During his remarks he said:

The grain trade of Canada and the United States is very closely associated. Many dollars of American capital are invested in Canadian industries and many able American brains are operating business north of the boundary line of your United States. I have listened with great interest to your speeches on national unrest, politicians, agitation, high cost of living

Some of the Oklahoma Delegation.



Standing. Left to Right: F. D. Stevens, Sec'y C. F. Prouty, T. C. Cones, and Pres. W. M. Randels. Seated: Fritz Straughn, Ben C. Feuquay, G. M. Cassity.

and your ideals of Americanism and future development of industries. I think that north of the boundary line we have much the same controversies and problems to consider today as you have here in the United States.

The friendship that has been growing between the United States and Canada should continue to grow, especially since our problems are not merely national problems, or international problems, but world problems.

Chas. Quinn, Sec'y, read the following letter from J. Ogden Armour, which is a plea for production and mutual confidence:

J. O. Armour on the H. C. L.

Out of such meetings as you are holding will come the inspiration and co-operation between men and groups of men which will carry our country past post-war problems as important and as trying as were the problems incident to a triumphant war against autocracy. In assigning to me the subject of Pending Legislation; Its Intent and Effects, you give me opportunity to discuss a matter of tremendous import.

There is a too general disposition to depend upon new legislation to solve economic problems. Business men must recognize the fallacy of such procedure and must lead, not only in acquainting the nation with the impotence of political remedies for economic ills, but also in discovery and application of the real remedies. There must come a wider realization of the interrelation and interdependence of men and industries which at first glance may not seem closely allied. A law designed to gore one man's ox may cripple some other oxen whose owners did not know that they were affected. Businessmen everywhere and in every line must pay close attention so that business welfare and public welfare, which are one and the same, shall be safeguarded.

After a great war and a world upheaval, surpassing all precedents and transcending all previous experiences, to find ourselves with an abundance of vigor ready to do and dare almost anything, is surely a twentieth century phenomenon. Several panics in our history have caused more acute distress than the aftermath of a world-war. We have had ample demonstration of the recuperative powers of a great and vital nation.

Even our unrest, I must believe, is to no inconsiderable extent the outgrowth of our vigor rather than a squirming under hard conditions. Men are struggling not for existence so much as they are struggling for fuller life. Under such circumstances I cannot ally myself with alarmists, or feel that the philosophies and revolutions which develop out of hunger and despair are ever going to lay their grip on America.

Yet I know that the American people are worrying, they are pondering uneasily over the high cost of living. I confess I have done some worrying myself. There are limits to the comfort that one can obtain from selling high-priced meat. I am glad that I have no dictatorial powers over prices. I should tremble at the responsibility. It is bad enough to be suspected of having such powers, but actually having it would be infinitely worse.

Price Control: I do not want any man to have dictatorial powers over the price of wheat, not even a duly authorized agent of the Government. I do not want to see any man have dictatorial powers over any commodities; for when prices cease to be made by the democratic forces of supply, demand and competition, our real troubles will have just begun.

The American people are uneasy over the high cost of living. Manufacturers, merchants, and the public at large have felt it in one way or another as a weighty and serious problem, and there is a general sentiment that something ought to be done.

Well, if something ought to be done, let us do it. But let us be cautious of the means and methods, and be sure that we are on the right track. In the feverishness of our anxiety and that ready-to-do-and-dare vigor, and the more than willingness to try new experiments, we are treading near to dangerous grounds.

The Legislative Motive: Sometimes I receive letters from the cattle-producing districts on the subject of the Kenyon Bill. I am glad to say that most of the cattlemen are with us in believing that the bill would be bad for them, as well as bad for us, and bad for everybody in the country. But occasionally, I receive letters like one that came the other day from a stock raiser in the West who expressed himself somewhat as follows: "Mr. Armour, I don't know much about the Kenyon Bill, but I think you packers ought to have something done to you, and if this bill is going to do something to you, I am for it."

I fear that this is too much the guiding and impelling motive behind many of the legislative attempts to relieve the high cost of living. Something must be done, and almost

anything is good enough so long as it is done, and done to somebody. I have met a few housewives who feel convinced that something ought to be done to their grocery-men. Some city folks think something ought to be done to the farmer; and some farmers think all middlemen of every type are robbers. We are all suspicious of each other, and looking each other over to see who is the villain.

Coupled with this desire to find the guilty persons, is an unusually augmented faith in Governmental agencies and legislation as means of alleviating the situation.

The Assault on Business: I am not here to raise my voice against any constructive steps, whatever they may be; but I must protest most vigorously against this policy of assault against the integrity of American business, fostered as it is by political influences, and wide-spread newspaper publicity, and resulting in a misleading of the public mind into channels that conduct to no solution of our problems, but rather to ill-will, confusion and disaster.

Equally, must I protest against the substitution of legislation for the laws of economic relationships. Each have their functions; the one should not encroach upon the domain of the other. We are face to face in this country with the problem of determining the true functions of Government and legislation, and the true function of economic forces. I do not, for a moment, believe that the one can be substituted for the other, yet I am forced to think that certain proposed legislation is extra-Governmental.

I have no words of criticism for the extraordinary functions exercised by our Government during the war, when any steps that served the immediate and main purpose were justified. But I do not believe that war-functioning is good for peace times. We have had some complications growing out of our war-time functioning that have taught us the inequalities and inefficiencies of government operating outside its normal domain. Insofar as we have entailed upon ourselves certain obligations, we must live up to them, and in making the transition back to a peace time basis, we must be careful to cause as little injustice as possible, but there is no reason why we should go on making new complications.

Licensing the packers is not the magic remedy we need to solve the high cost of living problem. Such licensing of one phase of the nation's industry would most certainly lead to licensing of other phases, including the grain dealers. I do not believe that licensing business, in general, is the way to settle the high cost of living problem.

I have no faith whatever in a system of bureaucratic administration of business. I consider it un-American and potent with disastrous consequences. I do not believe that any man in all of this broad land should be endowed, by law, with the prerogative of arbitrarily interfering in any degree, whatsoever, either directly or remotely, with the natural operations of supply and demand, competition and price. I am heartily against the mingling of politics with business administration and consider that such an arrangement would accomplish no good at all, but would reduce efficiency and be rank with the seeds of corruption.

This is not a remonstrance against regulation. I consider that regulation is a proper function of Government, but I must contend that, according to my way of thinking, some of our law-making advocates do not draw the line between regulation and interference; between laying down the rules of business and playing the game itself, which are two totally distinct things.

Monopoly and Profiteering: We are today sailing for unknown seas of law-making on utterly fictitious hypotheses. Monopoly and profiteering have become veritable bugbears. Far be it from me to say that there is no profiteering in our land. If there is, we are hunting gnats with a bludgeon. For, I believe, that American business, on the whole, goes to the well-established principle that honesty is the best policy.

If there is any monopoly, I have not been able to discover it. I want no monopoly for myself; it would be a white elephant on my hands. I do not believe that any thinking man wants monopoly. Monopoly has not been proven; it has simply been asserted. And with what measure of truth it has been asserted, I must give you an instance.

The packers are said to have so thoroughly corralled the food business of the country that competition in the food lines is tottering on its last legs. Many people believe that, and are willing to stand for any kind of radical legislation to correct an evil so menacing. Let me give you the facts. The wholesale grocers of this country, last year, did a business of all four billion dollars, and the business of all the meat packers in grocery items aggregated \$100,000,000—approximately 3%.

Legislation based on three per cent monopolies and imaginary profiteering, will never prosper. Agitation in behalf of such legislation may befuddle a certain portion of the

public for a time and obscure the real issues with respect to the high cost of living, but the day of reckoning will come; and I look for the time to arrive speedily when any governmental investigating body that proves recreant to its trust, and misleads the public with misinformation about the bread and butter problems of the nation, will be repudiated by the public in terms so emphatic that it will mark a new era.

When that time arrives it will be popular to stick to the real issue.

There are real issues. They are economic issues. I am anxious for the people of our country, the rank and file of householders of the land, to know more about the businesses which supply their daily necessities. I should be glad to have them know more about profits, and what constitutes a fair and reasonable profit in this, or that, line of endeavor. I should be glad to have them know more about the great problems of distribution and the functions of the middleman. I should be glad to have them know more about production and its relation to prices.

Only as we have widespread information on these important themes can we hope to have mutual understandings; and reasonable, concerted efforts toward the readjustment of our economic difficulties.

Increased Production Necessary: It is not my purpose to offer here any sovereign solution for the high cost of living. Yet one step is so obvious that I cannot refrain from mentioning it. We must look to production. There is no simpler way of increasing the buying power of the dollar, than by increasing production. There is no alternative that will succeed. Buying power and credit have outstripped the yields of our farms and industries.

I hear rumors that some farmers are considering the advisability of cutting down their output and I regard such proposals with the greatest misgivings. I would remind the farmer that his best interests will not be conserved by lessening production, but by studying every means available for reducing production costs, so that he may increase his output to the maximum. For the inadequate production means high prices, for farm commodities, it means likewise, high prices for farm help and high running expenses.

Never was there a better day for capital and labor to enter into combination with each other to the advantage of both, than at this moment, when the whole world is calling for production. There must be mutual understanding and co-operation, and a doing away with those destructive inroads on production by strikes and lockouts.

What we need today is understanding; we need mutual confidence, faith in each other. Only on such a basis can national prosperity and happiness be built. We have had somewhat of a superabundance of incrimination of business, big and little, and of Governmental activity of that kind which inflames the mind of the public with distrust and of proposed legislation of a penal, rather than of a corrective character. I do not believe that the high cost of living can be legislated out of existence. I do believe that the problem which it presents can be solved by the united and democratic efforts of the people of our country.

A. E. Reynolds, Chairman of the Legislative Com'te, read his annual report, from which we take the following:

Legislative Com'te Report.

I find myself in a maze of doubt as to what and how to report on legislative matters at the present critical moment.

Our legislative anchors are dragging; our compass is unboxed and business is adrift on a stormy sea. We have not whereon to lay our heads nor wherein to place our business trust.

Your Legislative Com'te has had little to do with constructive legislation. We, however, have been fully occupied in looking after Government war regulations affecting the grain business. A great deal of attention has been given to margins of profit allowable for handling grain, flour and foodstuffs. The Government's anxiety lest the Trade exact an undue profit has been unwarranted. The relation of the grain trade to the Grain Corporation is to be reported on by a member of the present Advisory Board. In general, I think the grain business has passed through the crucial period with as little hindrance as could have been expected. The big problem now is to get the hands of the Government off of us as soon as possible.

Achievements.—Of all our legislative achievements of the past, there remains only two acts which may serve as monuments to our efforts—The Grain Grades Act and The Pomerene Bill of Lading Measure.

Future Trading.—Let us hope that some one will evolve a plan by which future trading may be continued, and baneful speculation eliminated. The matter is sure to bob up again in the near future. I urge everyone, who has a constructive idea on this subject, to present it,

so we may be ready when the fight on future trading is resumed.

Senate Bill No. 810.—I must pay my most condemnatory respects to this commerce-wrecking measure.

In brief, it proposes to establish country coöperative marketing incorporations to handle all farm products. Its aim, of course, is to eliminate all present middlemen and create a new agency to handle all food products. This new agency is to be fostered and supported by the Government at Government expense.

The first appropriation for administration is to be \$24,000,000.00 with provisions for loaning these organizations, by the Government, \$100,000,000.00. more.

The measure is so ridiculous and preposterous that it seems impossible to pass it. But is it? I think every opposition possible should be marshalled against this measure. Up to date, we have had no opportunity to be heard on it.

House Bill No. 8342, by Mr. Haugen, aims to promote agriculture by preventing the adulteration and misbranding of commercial feeds. Quite a little opposition has developed against it. I cannot wholly concur in this opposition. The bill, in my judgment, provides a somewhat cumbersome method of arriving at the results desired, but its general tenor is fair.

The practice of putting into manufactured feeds wholly worthless materials is unjust, and unfair, and unworthy of the support of the grain trade.

The buyer of commercial feeds has a right to know what he is buying, and to expect a fair and just return for his money. When a material worthless as a feed is so disguised in the process of manufacture as to make its detection difficult or impossible except by chemical analysis, a fraud is evidently being practiced. I feel sure that the Grain Dealers' National Ass'n can not and does not want to lend itself to the aid of perpetuating any fraud.

I hold that the system of tagging all food and feed stuffs, giving the exact composition, is fair and right, and in the end must prevail. The uninformed public must know what it is buying, and it is up to the manufacturers to show it. I do think this bill could be made more simple and more easily workable. I feel sure Mr. Haugen would welcome suggestions of that character, but I trust and hope that no material opposition to the principles involved in the bill will develop in this Association. I solicit suggestions as to desirable changes in the measure.

We are not seeking further regulations, but when regulations are glaringly necessary, I deem it a privilege and a duty to endeavor to have such regulations as reasonable and practicable as possible.

This bill is expected to pass before Congress adjourns.

House Bill, No. 8624, Also by Mr. Haugen, provides an amendment to the bill passed August 10, 1917, providing for control and distribution of food products and fuel.

The provisions, in my judgment, are excellent. It, however, exempts the producer from the operation of the measure. This is a species of class legislation which deserves our strongest condemnation. If it is desirable to conserve food and control waste, it is just as desirable for the producer to exercise such conservation as for any other class to do so.

This kind of legislation has found its chief impetus in the administration from year to year endorsing the Civil Sundry Appropriation Measure, with the provision therein, prohibiting any money so appropriated being used for the prosecution of Farmer or Labor organizations for violating the provisions of the Sherman Anti-Trust Law.

I think the Sherman Law has long outlived its usefulness and ought to be wiped out, but so long as it is in force, there should be no discrimination in its execution. If Bill No. 8624 did not contain the exception cited, it should receive our hearty support.

This bill with a lengthy amendment controlling rent conditions in the District of Columbia is now in conference and will doubtless become a law very soon.

The provisions of this bill would become inoperative as soon as the President relinquishes the control of food as a war measure.

The Cummins Bill, or the Railroad Control Bill, will probably be treated by our Transportation Com'te, but I feel constrained to mention it briefly since it is of vast importance.

We certainly must all agree with the provisions in this bill, which returns the roads to their owners under certain governmental restrictions and regulations.

The Kenyon Bill, Senate Bill No. 2202, aims to put the packers under Government control.

It is to be condemned on the broad principle that further interference of business by the Government is unwarranted and dangerous.

The Government seems to have determined that the high cost of living is chargeable to hoarding, avarice and cupidity, and is now lending itself to exploiting its theory. In my judgment, the present Government investigation is all political buncombe. It will probably result in fooling part of the people for a time, but in the end it cannot result in any lasting good.

I can see no reason why a few selected millions of our people should be enabled to live in luxury on eight hours of half-expanded effort while ninety millions of them must work ten to fourteen hours daily for only the same kind of living. If everything in the United States should be put on the eight-hour system, and strictly enforced, the cost of living would be doubled in a month. If the labor organizations now demanding six-hour days are to win out, then we must look for a material increase in the cost of living.

If labor is to have any further reduction in hours of employment, or any further increase in wages, one of two things must happen. Either the old Bible edict: "Man must earn his bread by the sweat of his brow," must be abrogated, or it must transpire that a little sweat must earn more bread than it ever has in the past.

The wide margin of leisure given to the man who earns his living by eight hours of labor is dangerous. In general practice it serves to give him more time to study and store up discontent; more time to perfect the universal grrouch that seems to have settled on the human race; more time to study out imaginary evils which he thinks beset him; more time to perfect plots and seditions against his fellowman and his Government. An unemployed mind is likely to be a dangerous mind.

The planting of seeds of discord, anarchy and confusion has gone far enough. The people should turn their attention now to correcting evils rather than augmenting them. The present period of economic adjustment is not the time to indulge in extreme optimism or pessimism. A careful course of level-headed thinking and acting is vastly better than either. Legislation may temporarily control evil tendencies, but education alone can permanently cure them.

The report of the Membership Com'te was read by Allen Early, Amarillo, Tex., from which we take the following:

Membership Com'te Report.

As chairman of the membership com'te it is my pleasure to report: Total number of members secured the past year was 361. This breaks all records, being 52 more than secured last year, which was 309. The second largest number ever secured in one year was in 1912, 250. All individual records were also broken this year by Alex. W. Kay, of Hales & Edwards, Chicago, who secured 46. This is five more than the individual record made last year by Director J. H. Beusse of Athens, Ga., who landed 41. The second largest number ever secured in any one year by any one person was last year by H. E. Botsford of Detroit, his record being 36.

All previous records have been broken in having the largest membership in the history of the Association, 1,577; in securing more members than in any one year in the history of the Ass'n, 309; more members secured by any one person in any one year in the history of the Ass'n, 46; more members outside of the U. S. than at any one time in the history of the Ass'n, there being in Canada 22.

State containing most members at this time, Illinois 158

State containing second largest number of members, Minnesota 139

City containing most members at this time, Chicago 158

City containing second largest number of members, Minneapolis 139

Booster who secured greatest number of members since the campaigns began, the late T. G. Moore of Fort Worth 87

Booster who secured the second largest number of members since the campaigns began, D. M. Cash, Indianapolis 64

Boosters who have won more than one prize: The late T. G. Moore, Fort Worth, 3 first prizes.

D. M. Cash, Indianapolis, 2 prizes.

T. A. Morrisson, Kokomo, Ind., 2 prizes.

F. E. Watkins, Cleveland, 2 prizes.

J. H. Cofer, Norfolk, Va., 2 prizes.

Allen Early, Amarillo, Tex., 2 prizes.

Texas has won six prizes, twice as many as any other state.

This has been a most wonderful year for the association. Each year a different part of the U. S. seems to become interested. This year it was the Pacific Coast, until now every part of the U. S., with the exception of New England north of Boston, has become organized.

The regular booster campaign closed April 7, 1919. The prize winners with their records are: First prize—D. M. Cash of Urmston Grain Co., Indianapolis 25

Second prize—Alex. W. Kay of Hales & Edwards, Chicago 23

Third prize—J. C. Bennett, Nashville 12

Fourth prize—Picker & Beardsley, St. Louis 11

Following the report of the membership com'te, Chas. Quinn awarded the prizes in the membership contest. The first prize, a diamond scarf pin set in platinum, was given to D. M. Cash of Urmston Grain Co., Indianapolis; second prize, a pin similar to the first prize, was given to A. W. Kay of Hales & Edwards Co., Chicago; third prize, a pair of diamond cuff buttons, was awarded John C. Bennett of Nashville, and the fourth prize, another pair of diamond cuff buttons, was awarded Picker & Beardsley Com'n Co. of St. Louis.

J. W. McCord, Chairman of the Executive Com'te, thanked the men for their work and interest in the association and moved a vote of thanks be given the prize winners and all who entered the contest.

Adjourned until 2 p. m.

On Columbus Day immediately after adjournment of the first session the visiting dealers were invited to the Exchange Hall of the Merchants' Exchange where a band concert was given.



Left to Right: W. J. Fiala and G. R. Andre, Lisbon, Ia.; J. H. Barrett, Chicago; Wm. Tucker, Minonk, Ill.; M. M. Day, Chicago; S. W. Wilder, C. L. Douglass, C. A. Davis and J. R. Burrell, Jr., Cedar Rapids, Ia.

Tuesday Afternoon Session

This session was called to order by Pres. Goodrich at 2:10 p. m. and the report of the Uniform Grades Com'te was read by L. G. Belew, Pilot Point, Tex., in the absence of Chairman R. L. Callahan. From the report we take the following:

Report of Uniform Grades Com'te.

The U. S. Buro of Markets, on request, has advised that the trade could properly make contracts such as those of the Richmond Grain Exchange, reading, "While the federal standard rules on oats class yellow oats as white, this special contract stipulates that only white oats shall apply."

"Recommendation of this com'te would be that where a party prefers not to have any red oats, that he notify the buyer at the time the purchase is made to that effect, and that any special agreement become a matter of record as between the two parties to the transaction, which is sufficiently practical for all needs that have appeared as yet."

Mr. Callahan also obtained from R. T. Miles, acting in charge of general field headquarters of the Buro of Markets, the following suggestions on differences in grading between markets:

It is noted that you divide misgradings between markets into three general classes: First—"Carload of grain which is loaded so heavily that only a door probe is possible, which car does not run the same throughout, and may be intentionally plugged." In the case of a car so loaded that only a door probe or shallow probe can be secured, the inspection certificate must bear the notation "heavily loaded." This certificate cannot be legally used for the purpose of making "out" shipments; therefore this class of grain should not be a difficulty to the trade in your market. If your market is receiving cars from other markets so loaded as to make the drawing of a correct and representative sample impossible, the facts should be communicated to the supervisor in order that he may take steps to have the matter rectified in the offending markets.

Second—"Carload of grain which is loaded so that proper sampling is possible, but through carelessness, inspector does not properly sample the car, the result is an inspection which does not show that the car was plugged, or that yellow corn, for instance, is mixed with white, in the bottom of the car." In this class of cases recourse is difficult. However, the grain in a number of southwestern markets purchasing grain out of St. Louis, Kansas City and Omaha have adopted the practice, when appeal is not filed before the shipment has left the point of origin, of calling a friendly appeal in their own market in order to establish a true grade of the grain. The grade memorandum is then used in negotiating with the shipper in an effort to secure adjustment of differences. This plan has apparently worked very successfully and satisfactorily, even though it must be admitted it is an indirect action. The calling of such an appeal also enables our supervisors to check up and correct the work of licensed inspectors in a very definite manner.

Third—"Carload of grain which, owing to moisture or other reasons, will deteriorate within a few days." You recognize this class of cases of differences in grading between two markets as being excusable hazards of the trade over which there is no control.

Inspection charges at different markets were reported by Mr. Callahan to be as follows:

The majority of the markets charge \$1 per car for inspection inbound, from which it would appear that those markets that are charging less than \$1 per car, including moisture certificate where requested, should amend their charges to the basis of \$1.

INSPECTION FEES.

	In-bound.	Out-bound.	Inspection of samples.
Peoria, Ill. (a) (b).....	\$1.00	\$0.50	\$0.75
Cairo, Ill. (c).....	1.00	.25	...
Tacoma, Wash. (a) (b).....	.04*	.05*	...
Milwaukee, Wis. (a).....	.70	.55	...
Indianapolis, Ind. (a) (b).....	.75	.25	...
Buffalo, N.Y. (a) (b) (d).....	.75	.30	...
Louisville, Ky. (a) (b).....	.75	.35	...
Chicago, Ill. (a) (b).....	1.00	1.00	...
E. St. Louis, Ill. (a) (b).....	1.00	1.00	...
St. Paul, Minn., and Minneapolis, Minn. (a) (c) (e).....	1.00	1.00	...
Sioux City, Ia. (a) (b).....	1.00	1.00	...
Omaha, Neb. (a) (b).....	1.00	.50	...

*Per ton.

(a) Moisture test included.

(b) No extra charge where car is loaded with two or more kinds of the same or different grains.

(c) Additional inspection charge made if car contains two or more kinds of grain.

(d) Buffalo has separate charges for boat inspection.

(e) Charge of \$2 for reinspection.

Uniform Inspection.

An address on Uniform Inspection was delivered by J. S. Besley, Federal Grain Supervisor, Washington, D. C. Mr. Besley reviewed the work of supervision of inspection, dividing the complaints against it into two general heads, the first being the lack of intensive supervision at terminal markets and the second the lack of uniformity between markets. He explained the effort that is being made to overcome the defects that have been discovered, citing the removal of the Board of Review and the work of Inspection Efficiency from Washington to Chicago in order that they might be brought nearer to the grain producing sections and the greatest number of terminal markets.

He said that the number of appeals have increased from about 300 in the six months' period ending July 1, 1917, to 3,838 in the six months ending June 30, 1919. In the first period the grade was changed in 68% of the cases appealed, and in the last in 46% of the cases. This, while still large, he said shows a gradual decrease.

Referring to the tracing of cars between markets to determine the degree of uniformity he said this had been found to vary from 70% to 93% between six markets and six other markets, while on 58 cars and 4 cargoes out of one market into another the uniformity of inspection was 100%.

Mr. Goemann: Can not your Buro issue instructions that a clear certificate of inspection shall be given on cars loaded within 24" of the roof?

Mr. Besley: We can issue such instructions when there is no evidence that car is not uniformly loaded, if this is desired by the trade. I think the samplers use the stamp "Heavily Loaded" too frequently.

Mr. Wells: Is it your opinion that 24" is sufficient for sampling?

Mr. Besley: We believe that if 30" is enuf, 24" is enuf as we think the 6" too small to quibble over.

The report of the Grain Trade Advisory Com'te was read by Geo. A. Wells, Des Moines, Ia. From it we take the following:

Advisory Com'te of G. D. N. A.

The Advisory Com'te of the Grain Dealers National Ass'n, which is composed of the secretaries of the various affiliated ass'ns, held only one meeting during the past year, which convened at St. Louis on Feb. 22. After considerable general discussion the following resolution was unanimously adopted:

"Whereas, Under Government control of wheat prices and the fixing of handling charges, country shippers who operate country elevators and country mills receiving grain from farmers and who keep open markets for the convenience of the farmers and the public have found by experience that the basis permitted of 8c as a maximum buying margin as between the price paid to the farmer and the sale price at destination less freight is insufficient to cover actual expense of elevator operation and the hazardous risk of ownership involved from the time the purchase is made from the farmer until delivered at destination and allow a reasonable profit; and

"Whereas, such risk of ownership is materially increased by the technical rules of wheat inspection under Government supervision and that the risk of ownership involving rules, regulations, commissions and other expenses that are sustained by country shippers at terminal markets are beyond their control, all of which relate to and affect the margin of profit;

"Resolved, that it is the sense of the Advisory Com'te of the Grain Dealers National Ass'n that a meeting be called to be held at St. Louis subject to the call of the sec'y of

the Grain Dealers National Ass'n of delegate representatives of the affiliated ass'ns, such representation not to exceed ten delegates from each organization.

The meeting, which was held at the Planters Hotel Mar. 21 and 22, was presided over by Pres. Goodrich. Every one of the forty-six delegates had an opinion to express and he was given full opportunity to express it. Much statistical matter was presented during the three sessions to prove that the maximum gross margin of 8c per bushel and freight was inadequate for the owners of country elevators.

It was shown that it cost from 6c to 10c per bushel, depending upon the location of the elevator and other factors to handle wheat, exclusive of the terminal market charges, which are about 3c per bushel and which charges the Grain Corporation on the 1918 crop expected the country elevators to absorb and be included in the 8c.

A com'te consisting of Charles B. Riley, sec'y of the Indiana Grain Dealers Ass'n and W. E. Culbertson, sec'y of the Illinois Grain Dealers Ass'n, was appointed to arrange all the data that had been offered at the meeting so that it could be presented in concrete and accurate form to the agency that would be named by President Wilson to handle the 1919 wheat crop.

It developed that Mr. Barnes could not grant a special conference on this question previous to the general conference with the Grain Corporation held in New York City on June 10-11, at which Mr. Barnes expressed his desire that the Grain Corporation should not be requested to fix a wheat buying margin at country elevators and the Grain Corporation promulgated the regulation that such wheat buying margin should be "reasonable." I understand, however, that the zone agents of the Grain Corporation have been holding quite rigidly to the 8c buying margin for country elevators, such buying margin to include all charges except freight and which has not given the grain dealers in certain localities, because of peculiar conditions, a reasonable profit.

An address on the Government and the Grain Industry was delivered by J. W. Shorthill, sec'y National Council of Farmers Co-op. Ass'ns.

Mr. Shorthill outlined some of the benefits that have come to the trade thru the adoption of co-operative effort in striving for their desires, and charged that the average citizen does not realize his individual responsibility, but is too prone to blame others for existing ills. "We have criticism of about everything except the individual. We start on the government and congress and other officials and carry it to everything. We go to Washington to settle things we should settle at home between ourselves."

After considering briefly the high cost of living, and making the statement that high prices do not hurt as much as low prices, the level of prices making little difference in their relation is correct, he branched out upon the grain trade and took up some of its problems.

He said that we must find some way to overcome and prevent the pernicious and constantly recurring car shortage, and made a plea for a co-operative effort to induce farmers to store their grain upon the farms and to market it gradually. He showed that the middleman is an absolute necessity and stated that he is not persuaded that the farmer should attempt to do all of the business, admitting that frequently the independent dealer is necessary to inject efficiency into the co-operative concern with which he competes. He closed with an earnest plea for an intense Americanism.

Charles F. Curtis, Ames, Ia., dean of the division of agriculture of the Iowa State College, director of the Iowa Agricultural Experiment Station and pres. of the International Live Stock Exposition, spoke on "Improved Methods in Grain Production."

In the course of his address the speaker expressed it as his opinion that we must inevitably come to a lower level of prices for farm products, altho it may be that we are at the bottom for the present. He stated that he thinks, also, that the prices of farm products will decline before the cost of production of commodities which the farmer must use. He made a plea for the more universal use of good seed and asked that the grain dealers assist the farmer to obtain better seeds of all kinds. He mentioned the coming International Hay and Grain Show, to be held in connection with the International Live Stock Exposition, and said that he believes it will become the

greatest single factor in increasing grain production.

A. L. Scott advocated the offering by the Ass'n of a prize at the International Hay and Grain Show at Chicago, and upon motion this matter was referred to the Board of Directors with power to act.

F. E. Watkins, chairman of the Trade Rules Com'ite, read the report from which we take the following:

Trade Rules Com'ite Report.

Upon comparison with the "Uniform Confirmation Blank" long ago published by this ass'n the Com'ite found that with slight alteration it would meet the requirements, as it embodied all fundamental features. The modifications suggested consisted of: the addition of the words 'conversation' and 'phone' in the first line of the confirmation proper, and the arrangement of the clause relating to the rules to govern the contract at the close of the confirmation, so as to permit of the words 'Trade Rules of the Grain Dealers National Ass'n' being replaced by the clause 'Rules and requirements of the (Board of Trade) and its Directors.'

It was found that many of the exchanges and other grain dealers were using a simple form of confirmation, similar to the above, but that many dealers were confirming by letter or failing to confirm at all. The minority of the dealers, according to the specimen confirmations furnished us were using more complicated forms, in which a large mass of fine printing was incorporated. In many cases this fine print merely recited a greater or less portion of the rules of some exchange, or of the Grain Dealers National Ass'n, and therefore, would be superfluous in view of the form of confirmation above recommended.

At the annual meeting of the Council of Grain Exchanges on Jan. 16, an amended form, which follows the form recommended in the conference rather closely, but with two important modifications, was recommended to member exchanges. Copy of Mr. Kempner's report follows.

Chicago, Jan. 16, 1919.

Report of the Uniform Rules Com'ite of the Council of Grain Exchanges.

The Uniform Rules Com'ite respectfully submits for your approval the suggestion that the form of contract below be used in all transactions in the purchase and sale of cash grain, whether between members or between members and non-members:

..... 191.

We herewith confirm purchase from you of cars
..... bushels
per 100 lbs.
At..... per bushel net.....
per ton

less charges for car inspection, for weighing and for State Inspection: Terms.
For shipment
Bill to Order
Notify
Subject to the rules of the
and the regulations and requirements of its Board of Directors.
Off grades, if merchantable grain, to apply on contracts at market differences on arrival.
If any part of the contract remains unfulfilled at expiration, the buyer reserves the right without further notice to the seller, to extend time of shipment, to cancel the contract, charging loss of the cancellation, if any, to the seller, or to buy same for seller's account.

Manifest errors excepted.
Per.....

(Duplicate to read)
Accepted and approved:

Your Com'ite recognizes the inherent right of parties to make special contracts, and therefore suggests that instead of making use of this form mandatory, the Secretaries of the different Exchanges be instructed by the Council to recommend a confirmation as nearly in line with the above form, except that the clause "Subject to the rules of and the Regulations and requirements of its Board of Directors," Shall appear on the face of every confirmation.

Adolph Kempner, Chairman
Uniform Rules Com'ite.

It is this latter form which has been largely considered by the exchanges and affiliated associations and other organizations, with the following results, as compiled by Secretary Quinn.

Adopted or approved by: Chicago Board of Trade, St. Louis Merchants Exchange, Indianapolis Board of Trade, Cleveland Grain & Hay Exchange, Toledo Produce Exchange, Baltimore Chamber of Commerce, Peoria Board of Trade. The Philadelphia Commercial Exchange recommended use of the form "whenever it is possible."

The Terminal Elevator Association did not accept the form, nor have the affiliated associa-

tion adopted it. The co-operative companies are still considering it.

The following rejected the confirmation for various reasons: Savannah Board of Trade, Richmond Grain Exchange, Kansas City Board of Trade, Minneapolis Chamber of Commerce, Memphis Merchants Exchange, Milwaukee Chamber of Commerce, New Orleans Board of Trade, Omaha Grain Exchange, Wichita Board of Trade, Boston Chamber of Commerce.

To expedite the work of our Arbitration and Trade Rules Com'ites, we recommend that serious consideration be given to the matter of publishing all arbitration decisions rendered to date (with provision for future decisions) in book form, with special attention to thorough indexing. The members of these committees are giving generously of their time to the Ass'n and they should have all assistance possible in their work. Beyond this consideration, however, appears the value, to all of us, of such a compilation of precedents, supplementing and illuminating our trade rules, and assisting us to avoid the rough and thorny places in the conduct of our business.

Upon motion by A. L. Scott, the present uniform confirmation of the Ass'n was retained, the provision being made that it may be made to read so that trades confirmed by it will be subject to the rules of any organized grain exchange if this be desired by the parties.

The following rules were then adopted, each being considered separately. The portion in black face type indicates the changes made:

PROPOSED AMENDMENTS.

Growing out of the work of the Arbitration Com'ites for the past year and in most cases at their suggestion, we are offering the following several amendments to our existing Trade Rules for the consideration of this Convention:

NOTE:—The words in capitals indicate the proposed changes.

Rule 10. Sample Grain: It shall be the duty of the seller of grain by sample to furnish grain fully up to sample. THE WORD "SAMPLE" USED IN THIS CONNECTION SHALL MEAN A PORTION OF THE SHIPMENT, OR OF THE LOT FROM WHICH SHIPMENT IS TO BE MADE AND MUST REPRESENT THE IDENTICAL GRAIN SHIPPED OR TO BE SHIPPED. THE WORDS "TYPE SAMPLE" SHALL MEAN SAMPLE OF LIKE CHARACTER BUT NOT NECESSARILY IDENTICAL IN ALL RESPECTS WITH THE GRAIN SHIPPED OR TO BE SHIPPED. Shipments rejected on account of quality, shall be compared with the sale sample, by either the Inspection Committee, or some other duly authorized or agreed committee of the market in which such rejection is made, and the finding of said committee shall be final. Should the finding be in favor of the buyer, the buyer shall at once notify the seller by wire, and it shall be the duty of the seller to make satisfactory adjustment with the buyer within twenty-four hours; at the expiration of which time, if not adjusted, the shipment shall be subject to the order of the seller and it shall be the duty of the buyer to buy-in, cancel, or extend the defaulted contract and notify the seller of his action. Should the buyer and seller fail to arrive at a basis for adjustment that would enable the buyer to handle such grain not up to sample, and should said grain be finally rejected, it shall be the duty of the seller promptly to reimburse the buyer to the full amount of money advanced on such a shipment so rejected.

Rule 22. Car Lots of Grain and Assorted Feed Stuffs: These rules shall also govern transactions in feed stuffs in straight car lots and grain, feed stuffs and flour in assorted car lots. By feed stuffs is meant, all animal feed that is derived from, or is a product of grain.

Rule 32. Carload: A carload shall consist of bushels as follows: Wheat, 1,100; shelled corn, MILO MAIZE, KAFIR CORN, AND FETERITA, 1,100; ear corn, 700; rye, 1,100; barley, 1,250; oats, 1,600; Provided, That where rules of carriers lawfully on file with the Interstate Commerce Commission or State Railway Commissions provide for minimum carload weights in excess of the above, such minimum weights shall constitute a carload within the meaning of this rule.

Rule 36. Brokers: (A) A Broker is one who is engaged, for others, on a commission basis, in negotiating contracts relative to property with the custody of which, actual or constructive, he has no concern.
A person is not a broker:

1st. Who has possession and absolute control of merchandise shipped to him to sell and collect the price. (Therefore, a commission merchant to whom grain is consigned for sale is not a broker.)

2nd. Who receives a salary instead of a commission or brokerage.

3rd. Who acts for one principal to the exclusion of all others.

(B) A Broker has power to bind his principals only to the extent of his instructions and the principals are not liable for any acts of the Broker in excess of such instructions.

(C) A Broker who, in good faith or otherwise, exceeds his authority is liable for resulting damages.

(D) A Broker who negotiates a contract without disclosing his principal's name, is responsible as principal until the real principal's name is given up and accepted by the other party.

(E) A Broker who, in good faith, negotiated a contract, which is in accord with instructions from both his principals, who, at the time of negotiation, advises each principal the name of the other and who completes such negotiations in accordance with the Rules and customs governing such transaction, thereby fulfils all his obligations and has no further liability to either of his principals. The contract so negotiated is valid and binding between the buyer and seller the same as if it had been negotiated directly between them.

(F) Brokerage shall be credited when contract is accepted by principals to the transactions.

Rule 38. Condition Guaranteed Upon Arrival: WHERE GRAIN IS SOLD WITH CONDITIONAL OR GRADE GUARANTEED AT DESTINATION, IT SHALL BE THE DUTY OF THE BUYER TO ASCERTAIN BY INSPECTION OR OTHERWISE THE CONDITION OR GRADE OF THE GRAIN WITHIN FORTY-EIGHT HOURS AFTER ARRIVAL AT DESTINATION. IN CASE THE BUYER FAILS TO ASCERTAIN THE GRADE OR CONDITION, AS PROVIDED ABOVE, HE SHALL WAIVE ALL RIGHTS UNDER THE GUARANTY OF THE CONTRACT. DIVERSION OF THE SHIPMENT BY THE BUYER TO SOME POINT BEYOND THE BILLED DESTINATION SHALL CONSTITUTE AN ACCEPTANCE OF THE GRAIN AND A WAIVER OF THE GUARANTY.

Rule 39. Exchange and Collection Charges: THE INHERENT RIGHT OF THE SELLER TO COLLECT HIS DRAFTS THROUGH THE BANK OF HIS CHOICE SHALL NOT BE QUESTIONED. IT SHALL BE THE DUTY OF THE BUYER TO PAY EXCHANGE AND COLLECTION CHARGES ON DOMESTIC DRAFTS, WHEN THE TRANSACTION IS MADE "TRACK POINT OF SHIPMENT." IT SHALL BE THE DUTY OF THE SELLER TO PAY SUCH CHARGES IN ALL OTHER CASES.

Amend preamble to Rules by inserting words "and feed" following the word 'grain' in the second line.

We hope these proposed changes will have your careful and thoughtful consideration, as we will not wish to write anything into our rules which is ill-conceived or unnecessary.

Adjourned to Wednesday morning.

The Banquet.

One of the most enjoyable banquets ever attended by delegates to a convention of the Grain Dealers National Ass'n was that tendered to the ladies and men at the St. Louis convention in the home of the Missouri Athletic Ass'n by the Merchants Exchange. The guests served numbered 1,176 and as it was impossible to accommodate this number in the main dining hall the ladies were served in a room on the third floor, later coming out onto the balcony overlooking the large room for the after dinner speeches.

Music was furnished by an orchestra and male quartet.

E. C. Andrews, pres. of the Merchants Exchange, welcomed the dealers and their ladies and introduced Toastmaster John L. Messmore, of St. Louis, whom he referred to as "the premier toastmaster of the world." After a few remarks and several stories, Mr. Messmore introduced the first speaker of the evening, Hon. David R. Francis, American Ambassador to Russia.

Ambassador Francis, a professional grain dealer and an amateur politician, as he said he told the Russians when he took up his post at Petrograd, said that he entered the grain business in St. Louis on April 30, 1877, founding a house which still continues at the same stand. He paid high tribute to the grain trade for its fortitude in bearing interference with its business during the war which he characterized as more far reaching than upon any other line of industry. "Even the army has been demobilized," he said, "but your business still has restrictions placed upon it."

The speaker outlined the various steps leading up to the first Russian revolution in March, 1917, and explained how later developments placed the Bolsheviks in control.

In speaking of Russia as a grain producer he endeavored to give his hearers an idea of the size of the country by saying that it is farther from Petrograd to Vladivostok than from

Petrograd to Washington; and that not 5% of this vast area is under cultivation. He predicted that within two decades Russia will become the granary of the world and the main source of the world's lumber supply.

He pointed out also that if the present situation is not remedied Germany will acquire supremacy in Russia and will organize its vast

man power so that it will be ten times as efficient as it was.

Hon. James P. Goodrich, Governor of Indiana, and brother of the President of the Ass'n, delivered a stirring address in which he issued an earnest call for an intense Americanism. The governor's address is published elsewhere in this number.

Shall We Permit Class Domination of Our Nation?

An address delivered by Gov. James P. Goodrich of Indiana, at the banquet tendered the Grain Dealers National Ass'n by the St. Louis Merchants' Exchange.

We have just passed through the greatest war in history—a war that has affected the entire world and shaken to its depths the foundation of our civilization. This, gentlemen, is a most critical period in the history of our Republic.

The institutions of our allies in Europe are being challenged today as never before. France is facing the future with an appalling burden of debt and without so far having taken a single step to pay even the interest upon her vast obligations. It appears that, on account of the unrest among her citizens, she fears to impose the burden necessary to save her from bankruptcy.

England is now grappling with the labor organizations of the Empire. The railroad strike has just ended but the demand for the nationalization of her mines and means of communication and transportation is still insistent.

The situation in this country is not without danger, yet I am certain we in America can meet the challenge and safely weather the storm. I have faith in the broad mind and big heart of the average American. In his heart there is a spark of justice which, though dimmed from time to time by the shadows of events, will, when the call for Americanism comes, leap into flame and destroy the insidious forces of selfishness and greed that seek to dominate American life. I am encouraged in my present confidence by the compelling facts of history. America has already to her credit two complete victories over classes that sought to pervert the purpose of her existence.

In the middle of the nineteenth century America disposed effectively of its first great problem of class control. A great and powerful class in the South, in the pursuit of its own selfish interests, sought to control the government in behalf of human slavery and to fasten the yoke of this sinister control upon the entire nation. Americanism was equal to the challenge and on the battlefield destroyed the first great menace of class control.

In the closing quarter of the last century, the tide of American population had reached the Pacific, the frontier had disappeared and the magnificent body of free land, which invited our people to the Far West and afforded an outlet to industrial pressure and social discontent, was occupied. Our rapidly growing population. Americanism was equal to the challenge to press back upon us.

With the growth of population came the national development of our extensive system of railroads, the most efficient in the world, and the growth of the great industrial corporations and the trusts. These corporations had performed a great service. Without them our rapid development would have been impossible.

Drunk with power, made arrogant by the success they had achieved, there soon developed a disregard of the public welfare, a sort of "public-be-damned" policy.

The trusts insisted that the property was theirs and they had a right to do with it as they pleased. They stood defiantly for a policy of unrestrained individualism.

Trusts and combinations grew in number and influence. Using their control of railroads through rebates and unfair practices they often crushed competition and openly asserted that the chief purpose of government was to protect their business.

It became apparent that if the corporations and trusts were to be permitted to go on without restraint, they speedily would control the whole country and dictate its policy; our government would degenerate into one dominated wholly by a particular class. The public mind became inflamed against them. The anti-re-

bate law, the Sherman anti-trust law, the law creating the Interstate Commerce Commission and many other restrictive measures were enacted to curb the abused power of the corporations and make impossible the domination of the Republic by the capitalistic class.

That the pendulum swung too far in the direction of control is now apparent. The severe restrictions applied to our transportation companies stifled the development of our railroads and led naturally to the break-down just before we entered the world war. The American people must pay for that break-down in the billions of dollars irretrievably lost and in the prodigious inefficiency and failure of government operation. It is not too great a price to pay, if it rids us forever of the dangers of government ownership and operation.

The application of the Sherman anti-trust law, while it dissolved some of the trusts and may have prevented the formation of others, failed to accomplish its intended purpose. Our people soon discovered that a corporation should not be judged by mere size; that it is neither good nor bad by reason of its size, but by reason of the manner in which it conducts its business. These defects, however, were merely incidental to the great conflict. The battle had been won. America had determined that the part is not greater than the whole; that the country would not be dominated by the capitalistic class.

That conflict is behind us. We are now engaged in a conflict just as dangerous to the Republic and upon the outcome of which depends, in a large measure, the future of our country.

While the present issue has been precipitated by the world war, it appeared as a cloud no bigger than a man's hand at the beginning of this century. It was seen first in the enactment of laws made to apply to a particular class of our people. Given acts were made unlawful if done by one class and lawful if done by another class. Law, thereupon, ceased to be a fixed rule of conduct prescribing what was right and prohibiting what was wrong, but the rightness or wrongness was to depend wholly upon the class or group responsible for it.

The cloud first appeared ominous in the passage of the Adamson Law. The actual facts surrounding the enactment of this law were clouded by political considerations, and it has been difficult to unravel the truth because of conflicting assertions and claims. A. B. Garretson, president of the Order of Railway Conductors at the time of the enactment of this law, in his testimony before the Congressional committee recently, undertook to clear up the situation. What he said, in this connection, is important, and I quote from his testimony before the committee:

"The point I want to make," said Mr. Garretson, "is that the four brotherhoods, in being forced on to Congress regarding the passage of the Eight-Hour Act, were unwilling participants. Only the influence, the power and the personal prestige of the President of the United States ever got us there. We came there on his demand that we should come there for adjudication of the question that we desired to settle by our own methods. But, out of regard for the interest that the President had shown and respect for the position which he held, and our respect for the office of Chief Magistrate, we accepted his request to transfer the matter in controversy to the halls of Congress. No living senator or representative ever heard a demand from one representative of the four brotherhoods as to what they should do."

If this is true, and I have no doubt it is, the

responsibility for this piece of class legislation attaches directly to the President of the United States.

As a matter of fact, the Adamson Law was supplanted by an agreement between the Railroad General Managers' Association and the workers' organizations interested, pending the determination of the constitutionality of the law, and though the law has since been declared constitutional by a divided vote, the men have been, and are today, working under this agreement reached before the constitutionality of the law was determined.

I believed then that the passage of the Adamson Act involving the surrender by the railroad brotherhoods of the principle of collective bargaining for legislative—wage fixing, ultimately would lead to their own ruin. I believed this because it involved a transfer from the wage determining machinery of the labor organizations to the halls of Congress of the very functions for which the organizations were created in the first place, thereby destroying their most vital and fundamental principle. I have never changed my opinion. But it is the effect of the legislation on the country of which I am now thinking.

Some months ago the Plumb Plan bill providing for thinly disguised government ownership and operation of railroads was introduced in Congress. It was the first step, some of its advocates said, toward the nationalization of railroads, coal mines and other productive industries.

There was a threat expressed or implied from at least a part of the forces behind the bill of a nation-wide strike if something were not done immediately to increase wages or reduce the cost of living and it was asserted that the adoption of the Plumb plan would be accepted as an alternative. The country, however, had had about enough of government operation and anything that approached it seemed too big a price to pay.

As it stands now, while the radical leaders of the brotherhoods most earnestly advocate the Plumb plan, it is unsupported by any vote of the membership which is represented as favoring it, neither has it received the endorsement of any convention of the membership. Even were this true, I am convinced that a powerful minority, at least, of the railroad workers are bitterly opposed to it. Fortunately Congress shows a disposition to deny the arrogant demands, unless after full debate and investigation the public interest requires the enactment of the law.

Lately there has been an attempt to organize the police and firemen of the country and thus divide the allegiance of those who are pledged to enforce law and protect property. Some of their leaders have said very generously that they would not call out the police in a sympathetic strike, thus substituting for allegiance to the public and loyalty to their sworn duty the will of a particular class of citizens. We can draw courage from the fact that these attempts have been successfully resisted.

The steel strike is now on. The question here has appeared to be whether the steel industry shall be conducted as an open or closed shop. The real purpose of Foster and Fitzpatrick has no serious concern with the open or closed shop, wages or working conditions. Their ultimate object, as shown by their declarations, is the seizure of this great basic industry and the organization of its control as a soviet unit of production. A large majority of the strikers, of foreign birth particularly, are concerned only with the seizure of the industry and care little about anything else.

T. J. Vind, general organizer for the American Federation of Labor, says "the strike won't stop until the steel workers become the law makers at Washington." The New York Call (Socialist) says, "If this fight is won, no other industry will remain strong enough to make war on the trade union movement." Foster and Fitzpatrick assert, "We are going to socialize the basic industries of the United States," and "this is the beginning of the fight," while the same purpose is shown in the New York printers' strike. "We want the print shops for the printers," they say. "It is the historic mission of the working class to do away with capitalism. The working class and the employing class have nothing in common."

The leader of the printers' strike, James G. Bagley, is openly and frankly against our form of government and stands for the control of all industries and the government by the working classes. He looks forward to the day "when the present system of private owner-

ship will be driven from the field and the absolute dictation by the workers of all the terms of production substituted."

The trade union organizations were not intended as instruments of threats or violence. They were conceived and set in motion to improve the condition of their membership by peaceable and orderly processes in conference with organized employers where as reasonable and reasoning beings, concessions on both sides would control their mutual deliberations.

In any contest between employers and employees there is concerned a third party—the hundred million American people—who, as consumers, are affected by the outcome of the game and who have a right to sit in it. The outcome of the game does not concern the employer so much as we might suppose because whatever increased wage he pays will be added to the price of the product and passed on to the consumer. The butcher, the baker and the candlestick maker will all get their bit and in the end the consumer alone must settle.

I concede the right of the worker to organize, bargain collectively and in every legitimate and patriotic way to advance the interest of his class, just as I concede to every worker the right not to belong to an organization if he so elects. But it is clearly apparent for the time being that the organized workers in many lines of industry in America have fallen under the control of radicals like Foster and Fitzpatrick, while Gompers and some others of the conservative type are no longer able to control its policies. The influence of these radicals in America has been materially widened by the encouragement that has come in numerous ways from the administration at Washington, but conspicuously in turning loose upon us the intemperate ideas and philosophy of foreign agitators.

Foster, Fitzpatrick and their group are openly and frankly direct actionists and if they win their fight, the American Federation of Labor, with all its vast power, will pass under their absolute control.

These radicals would nationalize railroads and coal mines first and then all the other instruments of production. They would bring this nation of ours under the domination of the class to which they belong. They would substitute for private ownership and individual initiative communal ownership and operation and thus reduce man to a dull instrument of production and dry up the impulses of his ambition.

Just as we fought the domination of the slave oligarchy in the middle of the nineteenth century and the capitalistic class in the latter part of the nineteenth century, so must we fight the domination of this other class in the early part of the twentieth century.

A victory for America in this struggle is vital to every citizen of the republic. I am glad to say that the solid, capable workman in this country is still American to the core, is still a bulwark of the republic, a believer in our

ideals and our institutions. Much of the agitation and unrest of today is due to foreign influence and foreign leadership. This influence must be nullified and this leadership eliminated. There should be no red tape in dealing with foreign agitators who are entirely out of sympathy with American thought, who take advantage of our liberty only for the purpose of destroying us. Their place is not here, and if they can not become Americans in spirit as well as in name they should immediately be sent back from whence they came.

There is no more dangerous force operating among us today than the class-minded man, whether he is a laborer, capitalist or farmer—the one who demands a privilege for his class at the expense of the American people.

While conceding to every man the right to work for the legitimate interest of the group to which he belongs, the man who would subject the national life and all of its interest to the will of his group is an unrighteous and a disloyal citizen. He is unrighteous because he would substitute selfish aggrandizement for fixed principles of justice. He is disloyal because he denies his allegiance to his country and gives it to the particular class to which he belongs and beyond which his narrow vision and perverted purpose do not reach.

What of the great unorganized and defenseless masses of Americans? What of the "intermediate millions"—clerks, ministers, teachers, newspaper writers, small business men, farm hands, unorganized laborers in industries, office help, stenographers and the multitude of segregated and unallied workers? Upon the toilers will rest the burden of sustaining the classes which, by threat and force, exact their selfish demands. No one will deny the right of any class of workers to strike for their own protection, but the right to strike does not exist when the stability of our institutions is imperiled.

So it is that within a brief span of years we have swung from intolerant domination by southern slave-owners to the tyranny of capitalism and finally to the despotism of labor. We have escaped the arrogance of sectional greed and the invisible government of an organized plutocracy only to find ourselves threatened with the yoke of a misguided, autocratic and radical proletariat.

Led by unreasoning promisors of Utopia millions of honest Americans are being drawn into a debauch of industrial revolution. Orderly processes leading to equitable adjustments of social and industrial wrongs are cast aside. Reason languishes in a resort to violence. License supplants liberty and justice is forgot in a mad chase for the rainbow's end.

The time has come when every citizen of this nation should halt in his daily doings and, searching his soul, ask himself the question: "Am I an American? Am I taking bread from the mouth of my neighbor? Am I putting my own selfish interest above that of my neighbors

and fellowmen? In my actions, am I squaring myself with the great American principles of liberty, justice and equality, which have been the great constructive forces for the advancement and uplift of humanity?"

Upon the answer to such questions as these depends the future of our Republic. Americanism cannot live—this nation as conceived by our fathers cannot endure under the shackles of class control. Such control strikes at the very foundation of the Republic and destroys the essence of Americanism.

We cannot successfully oppose this movement to subject the national life to class domination, by repression and force, yet when their laws are defied and mob violence resorted to, we must meet the force with force and see to it that life and property are protected.

I hold with Abraham Lincoln that labor precedes capital and is entitled to the first claim on our consideration. The true friend of labor is he who understands that capital and labor are friends and not enemies. They can not be enemies; they must not be enemies. They have too much in common.

Without labor capital would be idle; in itself, it produces nothing. Without capital, labor would revert to the methods of the primitive man. The true friend of capital is he who insists that it shall be the servant and not the master of the nation.

Human institutions never die so long as they remain useful and serviceable to mankind. So long as capital serves the nation the most violent radicalism can not kill it. Should it ever cease to serve the nation the most aggressive conservatism can not preserve it.

The worst foe of the labor movement in America is the reckless agitator who arouses the mob to riot and bloodshed. The leader who in the name of labor tries to excite class hatred, to destroy the institutions of our country and on their ruins erect a government dominated by a class is in no sense the friend of labor.

There can be no real prosperity in this country in which labor, capital and the public do not share. There can be no peace which does not spring from a consideration of these three elements.

If labor is big enough and intelligent enough, as I believe it to be, it can gain its just ends, particularly if it will at all times keep in mind the welfare of the whole country and understand that in the long run we are all going up or down together.

We must not yield the liberty we have gained. We can not stand still. Governments do not remain stationary. Either they progress or they decline. We must perfect our American institutions or finally lose them. They have been founded on the altar of human sacrifice and love of a common country. They have been consecrated in the blood of patriots. They are ours, gentlemen, to preserve and defend. Let us dedicate ourselves to this great task.

Officers and Some of the Directors, G. D. N. A.



Standing, Left to Right: Directors, A. L. Scott, Pittsburg, Kan.; J. J. Culp, Warrensburg, Mo.; Earle Combs, Chicago, Ill.; S. W. Wilder, Cedar Rapids, Ia.; C. D. Sturtevant, Omaha, Neb.; Victor Dewein, Warrensburg, Ill.; U. F. Clemons, Marshall, Okla.; Ben C. Moore, Kansas City, Mo.; LeRoy D. Godfrey, Minneapolis, Minn.

Seated, Left to Right: J. W. McCord, Columbus, O.; H. E. Botsford, Detroit, Mich., 2nd v. p.; H. I. Baldwin, Decatur, Ill., 1st v. p.; P. E. Goodrich, Winchester, Ind., pres.; Chas. Quinn, Toledo, O., sec'y; John S. Green, Louisville, Ky.

Wednesday Morning's Session

Elmer Hutchinson, Arlington, Ind., read the report of the Market Surveys Com'te, from which we take the following:

Market Survey Com'te Report.

To further the federal system of supervision the country is divided into divisions and for each division is appointed a division supervisor, who is a member of the field headquarters, which is now located in Chicago, and who are from time to time called in conference with those in charge of the field headquarters that they might at all times be in close touch with the interpretations of the Board of Appeals, which is composed of not less than three nor more than five competent inspectors, who pass upon all super-appeals, and, let me say in passing, that I have found the four gentlemen who now compose this Board to be men of large experience and who are keenly alive to the frailties of humankind and are at all times open to constructive criticism of their work, also they do not claim to have a superior knowledge over many of the highly efficient inspectors of the United States, but as under the present system, and for that matter any efficient system, there must of necessity be some authority which is final in any dispute, and this Board is that final authority.

Complaints of non-uniformity coming to our President, Mr. Goodrich, he advised with Chas. J. Brand, the then Chief of the Bureau of Markets, and suggested the appointment of a committee, representing the various interests of the trade, to visit the principal markets of the country with a view of studying the conditions and making recommendations for the correction of the things that tended to non-uniformity.

The com'te left Chicago on April 14, 1919, and visited 27 of the principal grain markets east of the Rocky Mountains and closed up their work on May 28, 1919. At the completion we made recommendations to each market as to the findings of our com'te wherein we thought they could improve their inspections, which report was only made to the chairman of the com'te and to the chief inspector of each market, and a general report which was given to the press and published in full in the trade journals.

In our survey we found a great variety of physical equipment and we suggested to all markets the adoption of the full equipment as that recommended and used by the Bureau of Markets.

The Com'te did not find in any quarter, from the chief of the Bureau of Markets down to the federal supervisors, any move to inject federal inspection into the trade, but we were unanimous in the opinion that the present system followed out in a whole hearted way is the best system for the trade yet suggested, and that needs of uniformity are so great and such a demand for it, that any concerted action in antagonism of the federal standards and federal supervision will only hasten the day when we will have full and complete federal inspection of the grain in interstate commerce, if not on intrastate as well.

The Com'te was very forcibly impressed with the unfortunate condition as to the fact that the federal standards on wheat were promulgated just at a time when the fixed prices were put into effect, as many hardships were suffered by reason of the line grades when wheat just missing a higher grade by one factor had to suffer a stated discount, but it is apparent to all that under normal marketing conditions this problem will solve itself as a matter of merchandising and we feel that it is no argument to condemn the so-called "drug store method" of inspection as being too technical, as there must be a line of demarkation where one grade ceases and another commences, and it takes the tweezers and magnifying glass oftentimes to tell just where this point is, and when each Inspector uses the same methods very little difference will be made in inspection.

Sampling.—The Com'te found in its survey that the matter of sampling the different parcels of grain has the greater bearing on proper inspection, and it seems a difficult matter to handle, as many markets have heavy receipts of grain a part of the year and very little at other times, and the samplers are the first employees to be released, then, when a heavy movement of grain comes on, efficient and experienced samplers cannot be secured. An inspector, be he ever so efficient, can only pass upon the sample that he receives, and it was our firm conviction that samplers should be licensed the same as inspectors and retained thruout the year, and that the inspection fees should be made to cover the expense of this for, if a shipper does not get the proper service, he gets nothing. The matter of sampling is such an important one that I would ask that our members give it careful and proper consideration.

The provisions of the Grain Standards Act at the present time only give the Department of

Agriculture the right to discipline inspectors by suspension or revocation of licenses and we were convinced that the attitude of the officials of the Division of Enforcement of the Bureau of Markets had been one of leniency up to this time, partly on account of the system being just inaugurated, and from the further fact that many inspection departments were so short of help on account of the war, but these conditions now being corrected, I have referred to the Resolutions Com'te a resolution placing the Grain Dealers National Ass'n on record as favoring a more strict discipline on inspectors who continually misgrade grain, and I commend this to your favorable consideration.

H. L. Strong, Wichita, Kan., proposed an amendment to Rule 23 of the Trade Rules by inserting a requirement that when a sale is made on affidavit weights, the affidavit must accompany the draft and B/L or invoice;

and another amendment proposing that on diverted cars the time of shipment shall be the date of the original B/L. Upon motion these were referred to the trade rules com'te.

C. D. Sturtevant, Omaha, read the report of Arbitration Com'te No. 1.

Arbitration Com'te No. 1.

A case was recently referred to us involving the status and liability of a broker, and in the course of our consideration of this case, we obtained from competent counsel an opinion covering the legal questions presented.

Similar questions have been presented in the past, and as we believe they will also arise in the future, we obtained at the same time a reference to the court decisions which establish the Law, not only on the questions in this particular case, but also on the general subject of a broker's status, liability and his relations with his principals.

A Broker is a person engaged, upon a commission basis, in negotiating the sale of the property of others, without having its possession either actual or constructive.

A person is not a broker:—

First:—If at any time during the negotiations he takes actual possession of the property, or constructive possession, by means of B/L or warehouse receipts, (Therefore, a commission merchant to whom grain is consigned for sale is not a broker).

Second:—If he received a salary, instead of a commission, or if he acts for one principal to the exclusion of others. (In either case he would be a general agent with power to bind his principal within the real or apparent scope of his authority.)

A broker is not such a general agent, but is a special agent employed for a specific purpose and has power to bind his principal only to the extent of his instructions, and the principal is not responsible to the other party for any act or contract of the broker which is not in accordance with the instructions given. If a seller wires his broker to sell ten thousand No. 2 corn at \$1.50 and the broker, by mistake or otherwise, sells more than ten thousand bushels, or sells at a lower price, or sells a higher grade, the seller is not bound by the sale and the buyer has no recourse against him.

As the seller, in the instance stated above, is not liable, the question, of course, arises as to what recourse the buyer would have in case he enters into a contract with a broker who does not act in accordance with the instructions of the seller. The courts have uniformly held that a broker, who, in good faith or otherwise, by exceeding his authority, or who, by mistake, due to lack of ordinary care, skill or diligence, enters into a contract not in accordance with his instructions, makes himself liable for resulting damages to his principal or to the other party.

Principals Liable.—If a broker, at the time of negotiating a contract, which is in accordance with his instructions, gives up his principal's name, the principal only, and not the broker, is liable for the fulfillment of the contract, but if he neglects or declines to do this, he makes himself liable as principal until he does give up the name and the other party accepts same.

We believe this rule is reasonable and just. If a broker offers to sell grain for a known principal, the buyer takes into consideration the standing and responsibility of the seller and with that in view makes the trade or not as his judgment dictates. If the seller's name is not given up, the buyer can consider only the standing of the broker, and it is only right that the broker, under these conditions, should be liable as principal until he has given up a name acceptable to the buyer.

If this were not the rule and the broker was not liable, it would open a wide door for fraud.

An irresponsible broker might offer grain without any resulting liability. He might think he could buy grain at a certain price and offer it to a bona fide buyer—if the buyer accepted, he would try and buy it, and if he could do so, all well and good; if he could not, the buyer would have no recourse. To look at it from another angle, a buyer under such circumstances would receive an offer for which no one was responsible.

The fact that the broker's charges are paid by one party or the other has no bearing upon his agency, he may, with propriety, collect brokerage from either party, or both, and the payment of such charges by the seller gives the buyer no rights against him under the agency relationship that he would not otherwise have.

We have not burdened this report with references to the cases upon which we base our statements. The file in case No. 506, Maney Export Co., Oklahoma City, Okla., vs. Kansas City Brokerage Co., Kansas City, Mo., includes complete citations to such cases.

The Arbitration Com'tes of this Ass'n are not bound by rules of law and they may in their discretion render decisions contrary to such rules, or may ignore them, but we believe it advisable to follow such rules in all cases where they can be applied with substantial justice to both parties.

There are two results obtained from these arbitration proceedings, one is the settlement of disputes between members with a minimum expenditure of time and money on the part of litigants and the other, and possibly the most important is to establish fair and equitable rules governing our transactions and to interpret those rules, with justice to all parties, in such a manner that the decisions of the Com'tes will settle disputed questions permanently, and that these decisions may be used as guides in future transactions.

We believe this result can be best obtained by following as nearly as possible well established rules of law which have borne the test of the courts as to their reasonableness. In doing this we must, of course, use due care to see that we do not inflict injustice by any slavish bowing to precedent.

Julius H. Barnes, United States Wheat Director, delivered an address which appears elsewhere in this number.

Upon motion by A. E. Reynolds, Crawfordsville, Ind., the Ass'n expressed its thanks to Mr. Barnes and reaffirmed its confidence in his ability to handle the work of his office.

The report of the com'te on the sec'y's report was read by John S. Green, Louisville, Ky., and the following changes in the constitution, trade rules and arbitration rules were adopted:

Make Four Arbitration Com'tes.

Change Section 3, of Article 4, of the Constitution, to read four com'tes of three members each. So that another com'te may be assigned to arbitration cases.

Create Com'te on Membership.

Add to Section 6, of Article 4, of the Constitution, the following:

(A) A com'te of three members shall be appointed by the president of the ass'n annually, as a standing com'te, to which com'te all rejected applications shall be sent by the sec'y and this com'te shall examine into each case and report their recommendations to the Board of Directors.

Feedstuffs Included.

Change Rule 22, of Trade Rules, to read as follows:

CAR LOTS OF GRAIN AND ASSORTED FEEDSTUFFS: These rules shall also govern transactions in feedstuffs in straight car lots and grain, feedstuffs and flour in assorted car lots. By feedstuffs is meant all animal feed that is derived from, or is a product of grain.

Note: The preamble to the constitution was also changed to include feedstuffs, as well as grain.

Must Deposit Arbitration Fee.

Change Section 1, of Article 6, of Arbitration Rules, to read as follows:

Before a case can be submitted to a national committee, both parties shall file with the national secretary an agreement in writing to abide by the award of the committee and release the members of the committee from all responsibility for any errors in judgment that may occur in any respect whatsoever, and from the damage or loss resulting from their acts. The agreement shall be accompanied by the arbitration deposit fees of both parties of \$25.00 each. This to apply to all parties, namely, direct, affiliated members, non-members and affiliated association or board of trade.

Mr. Scott reported that the com'te on the report of Pres. Goodrich had done no work as this matter was being handled by the Resolutions Com'te.

The President: We will next have the report of the Com'te on Merchant Marine.

Merchant Marine Com'ite Report.

At the meeting last year a new com'ite was created with the title of the Merchant Marine Com'ite, at the request of the chairman of the United States Shipping Board. Immediately upon its appointment your Com'ite communicated with the Chairman of the United States Shipping Board and offered its services whenever useful, and it subsequently compiled certain desired information and statistics. However, up to the present time it has not been called upon to aid in the enactment of legislation, but Congress is now having hearings, or hearings are about being started upon measures of importance, which should have due attention.

Many commercial and trade organizations throughout the country also appointed committees for the consideration of this important subject and for your information we submit brief extracts of the policy expressed by some of the principal organizations: The Chamber of Commerce of the United States advocates private ownership and operation of Shipping Board vessels and favors the distribution of the Government ships among small interests.—The National Foreign Trade Council is opposed to any continuance of Government operation.—The Trans-Mississippi Readjustment Congress favor the turning over of the United States Shipping Board vessels to private operation.—The Merchants' Association of New York advocate the prompt sale of ships by the Government as far as possible at the world's market price.—The American Exporters' and Importers' Association recommend the sale of Government ships to proved American citizens, firms or corporations.—The National Ass'n of Manufacturers are opposed to any continuance of Government operation.—The American Manufacturers' Export Ass'n recommend that all ships owned or contracted for by the Government be sold to American ship operators at the earliest possible moment after a proper basis for such a sale can be established.—The Philadelphia Board of Trade advocate private ownership and operation of the merchant marine with minimized government control. There are a large number of smaller organizations throughout the country whose recommendations are substantially in line with the above.

On the other hand these favor government control or ownership: The Chamber of Commerce of Kansas City recommends government ownership with private operation under Federal supervision.—The National Grange and Pennsylvania State Grange are on record as favoring a government-owned merchant marine.

The question has frequently been asked, and very properly, why the United States Shipping Board has not furnished more vessels for the transportation of grain, thereby relieving the congestion at American ports which has made it impossible for interior grain shippers to obtain shipping permits.

Generally speaking, the United States Grain Corporation makes its sales of wheat to foreign governments, or foreign buyers operating through their respective governments, with the understanding that the foreign buyers must furnish the ocean tonnage, and the time of shipment of grain depends upon the promptness with which the foreign purchasers send their vessels here for loading. In a very recent report of the United States Shipping Board this is referred to and attention is called to the fact that many American ships are engaged in the coal carrying trade. With the approach of winter there is great menace to life in Europe for a lack of coal. To avert a world shortage America must export upwards of 81,000,000 tons.

In 1799 23.6 per cent of American exports and imports were carried in American vessels. Under wise laws the carrying trade steadily increased until 1826 when 92.5 per cent of our exports and imports were transported in American ships. After this time there was a steady decline, and in 1914 only 8.2 per cent of our exports and imports were carried in American bottoms. In the past two years this country has again taken place among ship-building nations. In 1918 and until August 29, 1919, a period of about 20 months, there was launched from ship yards under control of the Shipping Board 8,199,791 tons of shipping. In June, 1914, the total gross tonnage under the American flag, including the Great Lakes, was 4,287,000 tons.

In June, 1919, our gross tonnage was 11,983,401 tons, an increase of 278 per cent, chiefly in ocean-going steamships. The steam tonnage under the American flag is now 24.8 per cent of the steam tonnage of the world, and our sea-going personnel consists of 51,560 officers and men.

It is the duty of every American citizen, whether residing in the Coastal or Inland sections, to co-operate in the further development of the merchant marine, until we are no longer dependent upon our commercial rivals to transport our products and that American products may be carried to the markets of the world in American built ships manned by American seamen and sailing under the American flag.

Your Com'ite recommends the adoption of the following resolution:

RESOLVED: That the Grain Dealers National Association favor, as soon as a proper basis

can be established, that all ships owned, or in process of construction by the United States Government, be sold to American citizens or to corporations acting under Federal charter.

Further, that shipping and navigation laws be so amended that American shipping may be able to compete with foreign nations in the world's carrying trade, also the revision of any financial laws and regulations detrimental or burdensome to American shipbuilding, or the operation of ships by American citizens.

The report of arbitration com'ite No. 2 was read by H. W. Reimann, Shelbyville, Ind. The report follows:

Arbitration Com'ite No. 2.

Arbitration Com'ite No. 2 during the past year has considered 13 cases involving \$10,647.56, and in every instance the Com'ite which represented varied interests of the trade, was unanimous in its decisions, which were as follows:

9 cases in favor of the plaintiffs totaled	\$6,176.17
1 case in favor of the defendant.....	78.57
1 case compromised or settled for one-half the amount claimed, namely.....	2,592.82
2 cases, amounts claimed was approximately	1,800.00
Total	\$10,647.56

The Com'ite found it impossible to render a definite decision as to the amounts due in two cases, but named a basis which the litigants should use to adjust their differences.

The Com'ite has under consideration eight cases involving \$11,232.23. In the case that was compromised the evidence was not at all conclusive, and in several instances quite contradictory, hence the Com'ite felt that it would be service well performed to arrive at a settlement that would be satisfactory to both parties, which was done through correspondence.

The members have been repeatedly asked to familiarize themselves with our trade rules, and Com'ite No. 2 feels it incumbent upon it to again bring this important fact to their attention.

What the Arbitration Committee needs is a clear, concise statement of facts, and not a lot of unnecessary words.

Arbitration Com'ite No. 2 finds that in most of the cases presented for adjudication claims have arisen thru the neglect of parties to exchange confirmations, and in some instances they apparently failed to examine or check carefully such confirmations as were received. All sales, when possible, should be on the basis of a certain number of bushels, rather than a certain number of cars, as the sized car received usually leads to a difference, or at least dissatisfaction when there has been a material change in values.

The following report of arbitration com'ite No. 3 was read by S. L. Rice, Metamora, Ohio, chairman:

Arbitration Com'ite No. 3.

During the year 22 cases have been submitted to our com'ite for consideration. We held two meetings during the year. The first meeting was held in New York last March, at which time decisions were rendered on seven cases. The second meeting was held in July at Toledo, at which time we rendered decisions on nine cases. Three other cases were decided by mail last week. At present we have two cases on our docket, on which decisions will be rendered within a few days.

Recommendations of changes we thought necessary to our Trade Rules have been made to the chairman of that com'ite for its consideration.

In handling our cases each member was given ample time to go over the evidence and form his decision in the quiet of his office or home before the com'ite came together. It was of considerable interest to us to note, when we met and made our comparisons, that we all had formed practically the same opinion on the nineteen cases decided.

Some litigants attempted to misconstrue the term, "Subject to embargoes, car shortages, etc.," as not being a part of the contract. This com'ite, however, considered it as such in every instance.

In only one case were we tempted to return the papers for recompiling, the others we commend for the pains taking manner in which they were arranged.

Our members should direct more attention to the trade rules and their contracts, and if perchance they make a loose contract, stand by it. Avoid making loose contracts, make them definite.

In conclusion, remember that we are all human and that it is good business ethics to co-operate and some times look at the transaction from the other fellow's point of view, that there is a vast difference in being technically right and morally wrong. Let us all help bring about the millennium in our dealings with our fellowmen by becoming familiar with our trade rules, properly interpreting our contracts, and in so doing be not only always technically right, but always morally right.

A. L. Scott, Pittsburg, Kan., read the following report of the arbitration appeals com'ite:

Arbitration Appeals.

The business handled by the Arbitration Appeals Com'ite has greatly increased during the past year. Considering the services rendered to the grain trade by the Arbitration Appeals Com'ite, it has been suggested that the Ass'n is not adequately compensated by the small appeal fee of \$25. None of the members of this com'ite receive any pay whatever for the service they render to the Ass'n.

Lack of Uniformity in Confirmations: Another matter deserving attention and one of the most fruitful causes of disputes is the lack of uniformity in the confirmation of sales and purchases. If our membership could be persuaded to use the simple, plain confirmation blank which has been approved by the Ass'n, a great deal of litigation would doubtless be avoided.

Decode Cipher Messages: We also desire to challenge the attention of litigants to the fact that many telegrams in cipher are submitted in arbitration cases. It certainly is unfair to expect arbitrators to take their time, or the time of their employees, to decode cipher messages. Occasionally members of this com'ite examine these cases while absent from their offices and are often inconvenienced because of code messages.

Again, this com'ite has found discrepancies and inaccurate copies of letters and telegrams submitted by the various litigants. In some cases this might prove to be very embarrassing and might greatly delay a decision in such cases. We desire to make the following recommendations:

That the arbitration appeal fee of \$25 be increased to a sum that will more nearly compensate the Ass'n for services rendered to litigants.

That all telegrams, or copies of telegrams, be submitted as sent by the telegraph company and, if code words are used, that a correct translation appear on the same telegraph blank below the main body of the message.

That where copies instead of originals of papers, documents, telegrams, expense bills, etc., are submitted in evidence by litigants, that an affidavit must accompany such papers showing that all the copies submitted are true and correct. One blanket affidavit to this effect in each set of papers is sufficient.

That a greater effort be made by the officers of the Ass'n to prevail upon the members to use the uniform confirmation now in effect.

Number of meetings held by the com'ite, 3; total number of cases decided, 16; number of cases affirmed, 12; number of cases reversed, 3; number of cases remanded, 1; total amount of claims, \$18,927.43; one counter claim, \$2,227.75; grand total, \$21,155.18.

The amounts in litigation range from \$78.57 to \$10,409.14.

The amount of award has been changed in four cases.

Upon motion by Jnos. S. Green the fee for appeal of arbitration was increased from \$25 to \$35.

An address on "Relief or Prevention—Which?" was read by C. A. McCotter, sec'y Grain Dealers National Mutual Fire Ins. Co., Indianapolis, Ind. Mr. McCotter's address is published elsewhere in this number.

J. Vining Taylor, Winchester, Ind., sec'y of the National Hay Ass'n, spoke briefly on the need for further attention to the usefulness of the horse, and to his future, and a resolution was adopted authorizing the pres. to appoint com'ite to attend the conference of the Horse Publicity Bureau, Inc., at New York, Oct. 30.

The report of the com'ite on Natural Shrinkage stated that nothing had been referred to this com'ite during the year.

Sec'y Quinn read the report of the com'ite on demurrage for Chairman Wm. B. Adie, Portland, Me., from it we take the following:

Demurrage Com'ite Report.

During the past year your Demurrage Com'ite has not been called upon to do any service. War conditions, and the Government taking over and operating the railroads, it has been deemed unwise to protest demurrage charge or criticism rates.

Almost every branch of business handling merchandise has been hit by the demurrage rules and regulations.

We notified the Commission at Washington that the grain trade especially had been hit pretty hard with demurrage charges by conditions existing over which they had no control. Viz: (Bunched cars) at eastern terminal points; and New England suffered especially by this happening, and has paid dear. All grain dealers

throughout the country will welcome the day when all railroad lines will have a reasonable scheduled movement for cars in transit and a specified time when they shall arrive at destination. This would give the receiver an opportunity to anticipate his wants, figure on arrivals and avoid demurrage. A reciprocal demurrage might then be established on a fair and equitable basis.

The new demurrage rules and regulations which went into effect July 20, 1919, have helped considerably, but we believe that the Grain Dealers National Ass'n in conjunction with the National Industrial Traffic League and other ass'ns can after conditions become normal work out and submit to the Commission demurrage rules and regulations that will be on fair equality basis to all concerned.

The report of the com'te on crop reports was read by Sec'y Quinn:

Crop Reports Com'te.

Your Com'te on Crop Reports begs to submit the following report, which, necessarily, due to the nature of its duties, is unable to make an extensive and elaborate report, as some other com'tes are able to do. Owing to the fact that the work of this com'te seems to be purely suggestive, and the matter of crop reports is now handled in such an elaborate and comprehensive manner by both the Agricultural Department and various other sources, there seems to be little the com'te is able to recommend.

It seems to be the universal opinion that crop reports should be gathered from the most reliable sources in the various sections of the country; namely, county farm bureaus, country elevator operators and reliable, conscientious and progressive farmers. These reports should be gathered and given to the public in the shortest possible time because of the possibility when too long a time lapses between the gathering of reports and the publishing of same, radical changes in the condition of growing crops may occur.

It has been suggested by one member of the committee that in his opinion there should be a closer working arrangement between the various state crop reporting com'tes and the national com'te; that these reports (as has been suggested in previous reports made by this com'te) should be issued at the same hour and date and should agree, at least, to a reasonable extent. It has also been suggested the crop reports issued by the Agricultural Department are so extensive in detail that the average dealer does not have the time nor inclination to gather from same the information contained therein. Therefore, we would suggest to the Agricultural Department that these reports be issued in as short a form as possible so as to be of more use to the average dealer in grains and seeds.

Bulletins Go Into Waste-Basket.—There is coming to everyone's desk regularly every week—sometimes many times a week—bulletins relative to various features of the grain and seed trade, which we find, upon considerable inquiry, go direct to the waste basket, due to the fact that the information contained therein is of little or no interest because the same information has already reached the dealer's desk thru daily market reports, trade journals, etc. We have noticed in many instances two or three copies of the same bulletin will come in the same mail. This all means a large expenditure of money on the part of the Agricultural Department, greater congestion of the mail service and an unnecessary expense. We hardly feel out of place in suggesting that the Agricultural Department determine from the grain and seed interest just what matters they are interested in and, if possible, cut out many bulletins, papers, etc., thus cutting down, to a considerable extent, the expense of the Department.

We feel certain that the membership of the Grain Dealers National Ass'n stand ready at all times to aid in every possible manner the Agricultural Department in securing reliable information regarding all matters pertaining to the grain and seed trade, and we would suggest to members of this Ass'n that all inquiries from the Department be given careful and prompt attention. In this manner we can help one another in securing the information desired through the Department.

No report was submitted by the hay and grain joint com'te.

C. F. Macdonald, sec'y of the Duluth Board of Trade, moved that the Market Survey Com'te be made permanent if this is agreeable with the organizations contributing to it, and this motion was carried.

W. E. Culbertson, Delavan, Ill., read the report for the auditing com'te, which showed the accounts of the sec'y-treas. to have been found correct in all respects.

The report of the resolutions com'te was read by H. N. Sager, chairman, Chicago, and the following resolutions were unanimously adopted:

Resolutions.

Dissociate Government from Grain Control.

WHEREAS, The system of marketing the grain crops of this country which was in operation before we entered the Great War is the result of the experience and best thought of several generations of grain merchants, and is believed by us to be the best and most satisfactory system yet devised for the economical distribution of grain from producer to consumer; and,

WHEREAS, During the period of the war the many regulations and restrictions relative to the sale and distribution of grain and grain products as promulgated by the Government and its agencies have been patiently and patriotically observed by the grain trade; and,

WHEREAS, In time of peace these war-time regulations and restrictions are, in our judgment, neither necessary nor advisable, therefore, be it

RESOLVED, That the Grain Dealers National Ass'n calls upon the Federal Government and its agencies (as soon after the conclusion of peace as is consistent with the national welfare, and with existing contracts and obligations) to entirely disassociate themselves from grain control and return to the people the grain business as nearly as possible in the same condition as it was before the war.

Oppose Licensing of Business.

WHEREAS, The unparalleled prosperity of this country and its wonderful progress in industry, commerce, agriculture, manufacturing and transportation have resulted largely from the private initiative, enterprise, courage and industry of its citizens, unhampered by Government control or regulation; and,

WHEREAS, The citizens of the United States should be allowed in their occupations the largest liberty consistent with the rights of others, therefore, be it

RESOLVED, That the Grain Dealers National Ass'n is opposed to a Governmental policy of licensing interstate business and subjecting it to rules and regulations promulgated by Governmental agencies or commissions, and urges all members of Congress to oppose such policy and to defeat any legislation intended to inaugurate such a system of Governmental control of business.

Budget System Favored.

WHEREAS, The vast expenditures of the Federal Government impose upon the people of these United States a burden of taxation unprecedented in our history; and,

WHEREAS, The people have a right to expect from this Government an intelligent, efficient and economical disbursement of public funds; and,

WHEREAS, The present method of making appropriations for the different departments and activities of the Government without consideration of how much money altogether will be spent, and of levying taxes without complete and accurate information as to how much revenue must be raised, is neither intelligent, efficient, nor economical, and leads to extravagance and waste, therefore, be it

RESOLVED, That the Grain Dealers National Ass'n urges the adoption of a budget system for the Government, and urgently requests the Congress to enact the necessary legislation during the present session.

Plumb Bill Class Legislation.

WHEREAS, Certain proposed legislation pending in Congress and generally known as "The Plumb Bill" would, if adopted, compel the Government of the United States to purchase the railroads, and thereafter require the operation of said railroads for the joint benefit of the employees of said railroads and of the public; and,

WHEREAS, This is "Class Legislation" designed to confer special benefits upon one class of citizens at the expense of all other citizens, and is contrary to the spirit of our institutions and to the public welfare, therefore, be it

RESOLVED, That the Grain Dealers National Ass'n is opposed to such legislation and urges the members of Congress to defeat it.

Duty to Increase Production.

WHEREAS, The waste and destruction incident to the Great War and the accompanying and unavoidable interruption of manufacture and industry have resulted in an unprecedented scarcity and shortage of supplies; and,

WHEREAS, This dangerous situation can only be corrected by largely increased production from mine and factory and farm; and,

WHEREAS, In this emergency the United States expects every man to do his duty, therefore, be it

RESOLVED, That the Grain Dealers National Ass'n deprecates and condemns the tendency in some branches of industry toward lessened efficiency and reduction of output and urges upon all men the patriotic duty of increased effort and increased production to the limit of their capacity and efficiency in order that the burden of "high cost of living" may be lightened to our people and normal conditions be restored to our country. And, be it further

RESOLVED, That whereas enlightened self-interest is the greatest stimulus to industry, we commend to the businessmen of this country the advantage of co-operation with their employees.

Enforcement of Grain Standards Act.

WHEREAS, The "Grain Standards Act" at the present time confers on the enforcement division of the Bureau of Markets, the power to suspend or revoke licenses of grain inspectors for cause; and,

WHEREAS, The attitude of the enforcement division up to this time has been, that of leniency because of the shortage of competent help on account of many inspectors having been called to the service of their country, and for the further reason that the work of the inspectors under the licensing system and according to Federal Standards was a new project; and,

WHEREAS, These conditions are now largely corrected by the return of the men from service, and their better understanding of the Federal Standards and the requirements of the licensing system; therefore, be it

RESOLVED, That the Grain Dealers National Ass'n favors a more strict enforcement of the disciplinary powers of the enforcement division of the Bureau of Markets against individual inspectors who continually, thru incompetence, or who intentionally mis-grade grain, and, be it further

RESOLVED, That the matter of the sampling of grain is of such vital importance to the efficient work of the inspector, that we would recommend to the earnest consideration of the Bureau of Markets the advisability of placing samplers under license and supervision.

War Tax on Export Grain Freight.

WHEREAS, The Treasury Department thru the Collector of Internal Revenue, has recently issued ruling known as T. D. No. 2889 prescribing certain requirements which must be fulfilled to secure exemption from war tax on transportation on the inland movement of export traffic, including grain, from point of shipment to port of export, which requirement cannot be complied with by the grain trade due to the existing and customary methods of marketing and handling grain at the export markets; and,

WHEREAS, The export grain markets have jointly conferred with the Collector of Internal Revenue at Washington, and proposed certain modifications which would give the desired relief; and,

WHEREAS, The Collector of Internal Revenue after giving careful consideration to the proposals of the export grain markets has replied at great length, giving legal reasons why he cannot grant the modifications asked for, due to the existing interpretations of the Revenue Act and the constitutional exemption covering tax on exports; therefore, be it

RESOLVED, That inasmuch as the tax assessed will be borne by the producers of the grain, who are represented by this Ass'n, the Legislative Com'te be instructed to proceed toward securing the passage of an amendment to the Revenue Act that will exempt from transportation tax the inland movement of grain from the shipping point from which it is consigned on the Bill of Lading to any export elevator and concerning which declaration is made on the Bill of Lading by the shipper that the grain is for export; such amendment to further provide that the exemption so obtained shall not in any manner be precluded by the necessary suspended movement, sale, temporary storage or grading necessary in conformity with the U. S. Grain Standards Act at the port of export before final delivery to the vessel.

County Agents Should Cease Trading.

WHEREAS, The Agricultural Department of the United States Government in the performance of its functions in relation to agricultural interests of the country, is rapidly extending its services and multiplying its activities; and,

WHEREAS, The Bureau of Markets and Extension Service of the Department of Agriculture is co-operating with the State Governments thru the Agricultural Colleges of the states; and,

WHEREAS, There is a growing tendency and evident purpose on the part of the Bureau of Markets, acting by and thru the County Agents to extend the operation of this department into the field of marketing and grain distribution thus interposing direct government interference and competition with purely private business; and,

WHEREAS, Such activities are contrary to the spirit of our institutions and threaten an important branch of the grain handling industry; therefore, be it

RESOLVED, That while the Grain Dealers National Ass'n appreciates and commends the useful and important service rendered the agricultural interests of the country thru instruction and demonstration work of the County Agents, it is the sense of this Ass'n that all commercial or trading activities of County Agents should cease.

To Investigate Federal Trade Commission.

WHEREAS, The Federal Trade Commission was created because, as stated by President Wilson, "The business men of the country de-

sire something more than that the menace of legal process be made explicit and intelligible. They desire the advice, the definite guidance and information which can be supplied by an administrative body, and interstate trade commission"; and,

WHEREAS, After the bill creating the Federal Trade Commission has been passed President Wilson stated that "A Federal Trade Commission has been created with powers of guidance and accommodation which have relieved business men of unfounded fears and set them upon the road of hopeful and confident enterprise"; and,

WHEREAS, Business men had therefore the right to expect friendly co-operation, assistance and guidance from the Federal Trade Commission; and,

WHEREAS, Wide spread dissatisfaction now exists concerning the attitude of the Federal Trade Commission toward business, and grave doubts are entertained by a large proportion of business men concerning the usefulness of the Federal Trade Commission; therefore, be it

RESOLVED, That the Grain Dealers National Ass'n recommends a Congressional investigation of the Federal Trade Commission and its activities to ascertain whether it really is a necessary adjunct to the Government and useful to either our producers or consumers.

Return Railroads to Private Ownership.

RESOLVED, That the Grain Dealers National Ass'n is opposed to Government ownership of railroads, and urges the Government at the earliest possible moment to return the railroads to their owners with only such legislation as will restore to the Interstate Commerce Commission the supervision of or making of freight and passenger rates, leaving other questions at issue for future needful legislation. Be it further

Long and Short Haul Rule.

RESOLVED, That we are opposed to legislation intended to deprive the Interstate Commerce Commission of its authority to grant exceptions to a rigid long and short haul rule as provided in the fourth section of the Interstate Commerce Act.

American Shipping.

RESOLVED, That the Grain Dealers National Ass'n favor, as soon as a proper basis can be established, that all ships owned, or in process of construction by the United States Government be sold to American citizens or to corporations acting under Federal charter.

Further, that shipping and navigation laws be so amended that American shipping may be able to compete with foreign nations in the world's carrying trade, also the revision of any financial laws and regulations detrimental or burdensome to American ship-building, or the operation of ships by American citizens.

Sympathy for President Wilson.

WHEREAS, President Wilson is reported as being seriously ill, be it

RESOLVED, That the Grain Dealers of the United States, as represented in this their annual convention, do hereby express sorrow for his illness and hope for his speedy and complete recovery.

Reduction of Fire Loss in Elevators.

WHEREAS, Mr. C. A. McCotter, sec'y of the Grain Dealers National Mutual Fire Insurance Co., in his able address to this convention directed its attention to a great and important economic situation, pointing out the astonishing fact that the destruction by fire to elevator owners and operators handling country elevator property only in the United States is over \$5,000,000.00 annually, exclusive of the tremendous loss occasioned by fire of terminal houses; and,

WHEREAS, This destruction of elevators is an unnecessary drain on our business, inasmuch as the loss is directly chargeable against all insurers; and,

WHEREAS, Reliable statistics show that at least 80% of our fires can be prevented thru better construction and the exercise of more care on the part of the elevator owners; and,

WHEREAS, There are insurance companies that devote their time to a study of grain elevator fires and the best means to prevent them; therefore, be it

RESOLVED, By the Grain Dealers National Ass'n that being mindful of the fact that the careless and unnecessary destruction of grain handling properties by fire is a heavy charge on our business, and a serious drawback to the economic development of our country, we look with favor on the movement of fire insurance interests to materially reduce the fire loss in elevators, and we pledge our support thereto in every way within our power.

Resolutions were adopted thanking the officers, com'ites and the St. Louis hosts who extended many gracious courtesies.

The report of the nominating com'ite was read by Lee G. Metcalf, Illiopolis, Ill., in the absence of Chairman Eikenberry, and the following officers were elected:

Pres., P. E. Goodrich, Winchester, Ind.; 1st vice-pres., H. I. Baldwin, Decatur, Ill.; 2nd vice-pres., H. E. Botsford, Detroit, Mich.

Directors: Joy M. Hacker, Milwaukee; J. J. Culp, Warrensburg, Mo.; Ben C. Moore, Kansas City; LeRoy Godfrey, Minneapolis; C. D. Sturtevant, Omaha, Neb.; Marshall Hall, St. Louis; W. T. Greeley, Great Falls, Mont.; A. S. McDonald, Boston; J. H. Beusse, Athens, Ga.; S. C. Armstrong, Seattle, Wash.; Robert Ryon, Lansing, Mich.

Mr. Goodrich spoke briefly in thanks to the Ass'n for again having honored him by election to the presidency, and especially expressed his appreciation of the hearty reception given to his brother, the Governor of Indiana, at the banquet the previous night.

Adjourned *sine die*.

The Exhibits.

The J. M. Preston Co. displayed samples of the vitrified hollow tile which it manufactures for use in the construction of grain elevators and storage tanks.

"Boncar," a weevil destroyer was exhibited by Henry Heil, Jr. It is a colorless liquid to be used in grain elevators and storage plants, and it is claimed that not only will it kill all of the weevil contained in grain, but that it is neither inflammable nor explosive.

Samples of the various mixed feeds manufactured by the Golden Grain Milling Co. were exhibited by C. J. Sweeny. An interesting and instructive feature of this exhibit was the glass jars which showed the ingredients of each feed in the proper proportions and lying in layers, unmixed.

A working model of the Globe Combination Auto Truck and Wagon Dump was in charge of H. E. Miller of the Globe Machinery & Supply Co. This dumps wagons or trucks alternately with no change other than the movement of a lever, and many dealers were interested in seeing the model in operation. A miniature truck which stood upon the dump platform was dumped countless times.

A display by the Buro of Markets was in charge of John F. Mueller of the Indianapolis office and Mr. Dickmann of the St. Louis office. Samples of various grades of grains were shown, the percentage of foreign material and other factors allowable in each grade being shown by actual samples made up to contain the maximums permitted. The equipment used by offices of the Buro for determining grades was shown, and there were many photos of grading operations.

L. Sipkins of the Cuthbert Co. was in charge of an exhibit of the Cowan Dockage Tester and the Engelhart Spout Holder. The dockage tester is designed to make separations of grain and foreign materials to assist in determining the quantity of dockage contained in the sample under inspection. It is practically noiseless and quite simple. The spout holder, as its name implies, is used for the purpose of holding a loading spout in position inside the car while loading.

The O. W. Randolph Co. had on display a section of its grain drier with one side of glass to show the appearance of the grain while in position for drying. This was in charge of D. B. Noyes, and in connection with it a device new to the grain trade, and known as the Caliscope, was shown. The Caliscope is a device or system for indicating the temperature at a predetermined but temporarily inaccessible point. Its makers claim that it is readily applicable to the needs of grain elevator operators in determining the temperatures of grain at different points in bins or tanks, and the O. W. Randolph Co. has obtained the agency for its distribution to the grain trade.

An exhibit of unusual interest was that in charge of R. J. S. Carter of the Carter-Mayhew Mfg. Co. This company has recently placed on the market a device known as the Carter Disc Separator for the separation of granular materials. The working portion of the machine consists of a series of discs, each having numerous pockets on both of its sides. The material to be separated is fed into the casing surrounding these discs, and as they revolve the pockets pick out everything of a certain size and carry it upward, discharging it for conveyance outside the casing. The machines at present offered are made with pockets of a size suited to pick wheat from a mixture of other grains. It appears, therefore, to be quite efficient in the separation of wheat and oats, it being claimed that it will recover all of the wheat and discharge the tailings from that grain.

Convention Notes.

SOUVENIRS were numerous and attractive. Bert Boyd in addition to supplying choice bits of Abe Martin's philosophy on the h. c. l. supplied safety matches which can be used in a powder factory without danger. He guaranteed his glass penholder always to work when you wished to write home for money. His bear puzzle kept the dealers so busy they had no time to read his directions on the use of Boyd's rye, so many did not learn the curative properties of his bottled goods. A pocket letter case was presented by Goffe & Carkner Co.; a key case by Geo. W. Cole Grain Co.; a sewing set by J. F. Zahn & Co.; blotters by E. N. Williams, buyer for Liberty Mills; ruler by Henry Lichtig & Co.; real shimmy girls by Chatterton & Son; note books by Flanley Grain Co.; memo books by Picker and Beardsley Com'isn Co.; stamped postals by Milwaukee Chamber of Commerce delegation and Richardson Scale Co.; penknife sharpener Walter M. Browne; pencils by White Grain Co., Urmston Grain Co., The O'Bannon Co., Taylor & Bournique Co.; Blewett; Wellman Grain Co.; pencil holder by C. A. Polson & Co.; souvenir book of Fort Worth, by Fort Worth Elevators Co., a revised map of Europe and Peace Treaty summary by Veninga-Smith Grain Co.; Baltimore booklet by Henry E. Wack & Co.

Part of the Boston Delegation.



Left to Right: J. T. Hammers, Bob Wallace, Seth Catlin, John J. King, Seth Catlin, Jr.

The G. D. N. A. Ladies.

This is the warm-hearted way in which all the St. Louis hostesses greeted the 132 out-of-town ladies who accompanied the grain dealers to the convention:

GREETING.

From North and South,
From East and West,
We join our hands
In this national fest.

We greet you all
And hope you'll know
Our wonderful city
Before you go.

The city's yours,
We'll do our best
For each and all
At this national fest.

And when for home
You turn about
"Aufwiedersehen"
Is the word sent out.

—G. H. Bryant.

Mrs. Tilghman Bryant, who can't fool us by the initials G. H., was on hand herself, early and late with especial emphasis on the early—that is if 2 a. m. is early, or is it late? Sunday morn she was at the Planters' Hotel with her commodious car and took the ladies who arrived on the early trains for an eighty-mile tour of the Meramec Valley, gorgeous with autumn colorings. It surely was a surprised and happy party who enjoyed the scenic hills and river vistas which make the country surrounding St. Louis so beautiful.

Mrs. G. C. Martin must have lived at the hotel for she was always on hand welcoming the ladies and making friends at once by her winning smile.

Mrs. Marshall Hall was another gracious hostess who gave herself unstintingly.

Mrs. John Messmore, wife of the "premier toast-master of the world," had a distinctive charm which the visitors will remember long after the material pleasures of the St. Louis convention have faded from memory.

I wish I could remember the names of the many lovely St. Louis women who proved to us how Southern St. Louis is in her hospitality. We all had a glorious time, and we liked the ladies and were more than content that our husbands were busy with grain trade problems.

Monday evening the ladies were entertained at a worth-while vodvil—nay, supreme they call it,—with dainty dancers, merry music and fine fun, and it was so jolly to have the men with us; and aren't we proud of that splendid group of grain dealers?

Tuesday a long procession of automobiles took the visiting ladies and the hostesses for a view of the extensive banking section, the magnificent Washington University and the famous old St. Louis University, over spacious Forest Park with its 1300 acres past the large

est Catholic cathedral of the U. S., the beautiful city art museum and the imposing equestrian statue of St. Louis, which has come to be symbolic of the city's triumphal march forward.

The delightful drive ended at the attractive Bellerive Country Club where a most toothsome luncheon was served to over 160 guests. It was tempting to all in the daintiness and art of cookery.

Tuesday evening the ladies were especially delighted for they were invited to the men's banquet. On arriving at the Missouri Athletic Club, however, the sheep were separated from the goats, but as the former on a balcony were enabled to watch the latter and to applaud John Messmore's clever stories, they were quite content. They listened with earnest attention as Gov. Goodrich said with admirable courage the things that need to be said in these days of Bolshevik peril.

On Wednesday there was a raid on the department stores and any husband who grumbled over luggage was given the opportunity. The women went home tired and happy and with a unanimous resolution never to miss a Grain Dealers national convention.

Dinner to Edw. M. Flesh.

During the National Convention many dinners and luncheons were given but none comparable with the dinner and reception given to Edward M. Flesh, formerly zone manager for the Grain Corporation at St. Louis, at the St. Louis Club on the last day of the Convention.

While the dinner was given by the St. Louis Grain Dealers Club and the St. Louis Millers Club, President P. E. Goodrich and many others attending the convention helped to welcome Mr. Flesh.

Mr. E. C. Andrews, President of the Merchants' Exchange, acted as toastmaster and in introducing Mr. Flesh commended Mr. Flesh most highly for his splendid work in organizing and in carrying out the work of the Grain Corporation in Europe.

Mr. Flesh had a wonderful opportunity to learn of the true condition of Europe and to direct our activities in relieving the suffering. According to his own story,

"All Europe looks upon America as a big brother. But the continent is bankrupt and still further methods of assisting these nations to get on their feet must be devised. My belief is that it hasn't been borne in as yet upon the minds of the American people the terrible sufferings that Europe has experienced. Before I sailed for home I made a trip through France, Belgium, Germany and Holland. In some of these countries where the crops have been good they have sufficient breadstuffs for the moment, but in other sections they are very short of foodstuffs and America will have to provide help for some time to come.

"Only recently people in some of the north-

ern countries of Europe have been entirely without wheat and lived upon ground cattle food mixed with oats. In the near East as late as last May because of the need of meat, they lived on dogs and cats, even horses in some instances. We have photographic evidence to prove that in certain cities if a horse fell on the streets it immediately attracted a crowd, desperate to secure the meat.

"Probably no other one thing has so endeared America to the nations of Europe as the supplementary meals which Mr. Hoover devised for the rehabilitation of undernourished women and children, which provide them with milk, cocoa, the necessary bread and other essential nourishment. This is the only organization now left in Europe to take care of the women and children.

"The Grain Corporation staff in London and our various European agencies numbered about one hundred and fifty men. Most of them were volunteer workers assigned from the United States Army and Navy by General Pershing at the request of President Wilson to carry on the work of Mr. Hoover.

"Seventy-five per cent of the relief given countries abroad came from America. The Grain Corporation operated through different ports, such as Danzig, Hamburg, Copenhagen and Rotterdam for the North; Trieste and Ragusa on the Adriatic and Saloniki, Tiflis, Constantinople, Batoum and Constanza on the Mediterranean. At Danzig most of the shipments went to the Poles and we also operated through Hamburg for the Czechs.

"All of the countries abroad are now anxious to start up their industries as rapidly as possible, believing that this will restore prosperity and kill Bolshevism which has been gaining ground so rapidly. France is very short of sugar, England has resumed her rationing system and all Central Europe has a disturbing coal situation. All of these conditions must be remedied by some sort of direct aid before Europe can be on her feet again."

Discussing the operations of the Grain Corporation abroad, Mr. Flesh declared that the total tonnage of all commodities used in relief work approximated 4,000,000 tons including breadstuffs, rice, beans, peas, meats, milk, cocoa, sugar and clothing distributed by the American Relief Administration, the Grain Corporation expending \$60,000,000 a month for six months. Ships employed in transporting foodstuffs numbered over 360 including those chartered by the corporation in moving cargoes from port to port.

On his departure from England Mr. Flesh received decorations from Serbia, Finland, Belgium and other foreign governments. He will devote the next few months to closing the accounts of the London office and making the final report to Mr. Hoover as Director-General of the American Relief Administration. He will continue to act as Treasurer of the Grain Corporation until it terminates its activities on June 30th.

Wheat Director Julius H. Barnes, 2nd Vice President Grain Corporation C. C. Neale of Omaha, Frank G. Crowell, formerly Vice-Pres. of the Grain Corporation, and Geo. T. Tansey of the Enforcement Division all praised Mr. Flesh for his splendid work abroad.



Some of the G. D. N. A. Ladies After Luncheon at the Bellerive Country Club, St. Louis.

Making and Analyzing an Annual Report for Country Elevators.

BY FRANK ROBOTKA, FIELD AGENT U. S. DEPARTMENT OF AGRICULTURE.

Without a careful analysis of the annual report much of the benefit to be derived from its preparation is lost.

The first question which the management will want answered has to do with the solvency of the company. A mistaken notion seems to be more or less common that the size of the cash balance in the bank indicates the financial condition of the company, and the bigger the cash balance the better the condition. Nothing can be further from the truth. Comparisons must be made between the total value of all property and other things of value in the possession or under the control of the company, and the total of all claims against the property or business. If the value of the property exceeds the value of the claims, a "surplus," as the difference is called, exists; that is, if the business were dissolved and the property converted to cash, and all the claims were satisfied, there would remain a balance of cash on hand, which would then be distributable to the stockholders in addition to the par value of the shares held. If the claims or liabilities exceed the value of the property, the concern is said to be insolvent; that is, it cannot satisfy its creditors' and stockholders' claims one hundred cents on the dollar. Under such circumstances, or even before, the creditors and stockholders may petition the court to declare the concern bankrupt and to wind up its affairs.

A word of caution must be sounded against placing too much significance in the mere existence of a surplus at the end of any particular fiscal year, as it may have resulted because of unusual circumstances. It is necessary to know the history of the surplus for several years.

THE MOST ESSENTIAL PART is the financial statement—that is, not a mere statement of receipts and disbursements, but a statement showing the assets, liabilities, and present worth of the business. This statement shows the condition of affairs at a particular time. It does not, however, indicate the progress made during the fiscal period. A comparison of the net worth of one fiscal year with that of another will indicate whether a gain or loss has occurred during that period. But in order adequately to explain this gain or loss, a profit and loss statement is necessary. This statement shows not only that a gain or loss has resulted from the year's operations, but indicates the sources of gains and losses. This statement, considered in connection with others, makes possible the determination of the relative profitability of the various enterprises or departments of the business and helps to point out the leaks and opportunities for the exercise of economy in operation.

For ordinary purposes the two foregoing statements constitute a complete annual report. In order to avoid confusion they should be prepared in summarized form. However, as an aid in a thorough analysis of these two statements, details regarding the quantities and values of the various commodities handled, the gross profits by commodities, inventories, various percentages, etc., are desirable and are of interest in themselves. These data may be classified in various ways—by months, by years, by commodities, etc. Various percentages and ratios may be calculated which will indicate the relation existing between various factors. These percentages or variations in them from year to year or month to month may be of considerable significance.

THE CURRENT ASSETS should exceed the current liabilities by a reasonable margin, which margin should be considerably larger if the property is mortgaged or if the business is financed by sale of bonds. The ability to meet obligations promptly gives an elevator a tremendous advantage in its business

dealings. Furthermore, a favorable credit rating depends largely upon it.

However, we are not primarily interested in the condition of the concern in case of its dissolution, but in the going concern and in its prospects to continue as such. This distinction is important because concerns showing a perfectly sound condition, in so far as ultimate solvency is concerned, have been forced into bankruptcy. Difficulties are likely to arise when too large a proportion of the assets are of such a character that they cannot readily be converted into cash to meet the demands of current obligations. It is therefore necessary to make a comparison between the total "quick" assets and the total obligations due or likely to fall due within a relatively short time, usually less than a year.

ORDINARILY, CAPITAL STOCK AND SURPLUS should provide the funds for financing the fixed assets. When this is the case, the current needs, which fluctuate widely during the season, will be met by short-time obligations, thus making it possible to vary the amount of working capital according to the needs. Certainly the needs for fixed capital should not be met by current obligations.

However, there is a tendency among country elevators for the capital and surplus to be approximately twice as large as the fixed assets, thus meeting to a greater extent the needs for working capital and decreasing interest expense.

SIDE LINES.—Too frequently elevators fail to make the side-lines bear their fair share of the operating costs, arguing that the expense would be practically no less if the side-lines were not handled, and that any gain on merchandise is therefore a net gain. Bulletin No. 164, previously referred to, points out that additional risks are always involved where large quantities of side-lines are handled and that the gross margin required is slightly greater. This, however, does not mean that the side-lines can not be handled at a considerable saving to the patrons even though a margin is taken which will adequately cover the cost of handling them.

BOOKKEEPING.—Honesty and conservatism, however, will avail little unless backed by a reliable accounting record, which will be the case only where an adequate system of records is kept in an intelligent manner. Intelligent bookkeeping calls for a certain amount of technical knowledge, for double entry bookkeeping is a science. The frequent transfer of managers from one elevator to another, in most of which different systems are in use, is one of the greatest obstacles in the way of their acquiring a knowledge of the fundamental principles of bookkeeping. The general adoption of a uniform system would do much to solve the difficulty. Several bulletins are now available on the subject of elevator bookkeeping and management, and others will undoubtedly be forthcoming from time to time. Regular and short courses in agricultural colleges and schools make it still more possible for progressive managers to gain special training.

ANNUAL AUDIT.—After all has been done that adequate systems and intelligent bookkeeping can do there still remains the important and much neglected annual audit by a disinterested expert. Bookkeepers in other local business establishments, who are often called upon to perform this service, are seldom qualified either by training or experience to assume this responsibility. Many a loss and failure could have been avoided had the actual situation been known in ample time. The cost involved may seem high, but after both the bookkeeping system and the procedure have been standardized a considerable reduction in the cost can reasonably be expected. In either event, the auditing service should be regarded as insurance, failure to provide which may, as in case of fire, result in loss and ruin.—From Special Bulletin No. 42, University of Minnesota.

Bean Jobbers' Resolutions.

At a meeting of the Rocky Mountain Bean Jobbers, reported on page 632 of Oct. 10 number, which was held at Denver, the following resolutions were adopted:

RESOLVED, That the Ass'n go on record as being in favor of the imposition of an import tax on beans.

RESOLVED, That the \$3.00 per car assessment made on members of the Ass'n on all cars of beans remain unchanged.

RESOLVED, That all beans be considered as under the assessment that are grown in the Rocky Mountain region, not purchased under the rules of some other Ass'n.

RESOLVED, That a 1 per cent cash discount be adopted, and that the com'ite on contracts be instructed to insert a clause to this effect in the Ass'n's contract.

RESOLVED, That no member of the Ass'n make any purchases hereafter of bags other than the standard 12-oz. type; that the officers of the Ass'n make every effort to secure the use of any proper bags already owned by our members—except that members may make purchases from each other of any other than standard bags, until the surplus stock is disposed of.

RESOLVED, That a recent communication from the Michigan Bean Jobbers' Ass'n regarding the establishing of a National Bean Jobbers' Ass'n, rest for future action.

RESOLVED, That the sec'y be instructed to incorporate a resolution into the minutes of the meeting protesting against the misnaming of pinto beans coming from the orient and foreign countries.

RESOLVED, That the grade of pinto beans as outlined in the present contract of the Ass'n remain unchanged.

RESOLVED, That a com'ite of three be appointed to draw up a white bean contract and to revise the old pinto bean contract; that they shall report to the board of directors, who will have power to approve or reject. Com'ite G. E. Ady (chairman), L. W. Van Vleet and H. W. Wierman.

RESOLVED, That the sec'y be instructed to have printed a copy of the constitution and by-laws, of the pinto bean contract and white bean contract, and furnish the same to all members, together with the names of officers, and directors, also the members of the Ass'n.

Note: It is understood that the present bean contract will remain in full force and effect until it is superseded by the revised contract.

Michigan Bean Jobbers Meet.

The annual convention of the Michigan Bean Jobbers Ass'n was held in the Cadillac Hotel, Lansing, Mich., Sept. 24 and 25 with an unusually large attendance. The program of the first session was to be an address of welcome by the Mayor with the response by G. A. Brown, Detroit. Owing to the absence of Mayor Couzens, Mr. Brown not only welcomed the Ass'n but responded to his own welcome.

Pres. Christian Breisch in his address reviewed the work of the Ass'n during the past year and offered suggestions for action.

Frank Gerber, pres. of the National Cannery Ass'n, Fremont, extended greetings by telegram from his ass'n. Owing to confusion of dates, Mr. Gerber was unable to be present. Guy W. Rouse, pres. of Grand Rapids, representing the National Wholesale Grocers Ass'n, gave a very forceful presentation of present day merchandising. This was followed by a discussion regarding the feasibility of advertising beans. The proposal, submitted by the Advertising com'ite was referred back to the com'ite.

At the Thursday morning session, A. L. Chamberlain of Port Huron delivered a very interesting talk on management of the picking room, after which the Com'ite on Revision of Sales Contract submitted their report. The adoption of the new sales contract was defeated leaving the previous contract in effect with the insertion of clause providing for the guarantee of weights within a quarter of one percent and limiting the time when beans could be rejected at destination on account of grade, to three days notice by telegraph.

The general discussion in regard to the inspection system of the ass'n was led by J. M. Coup of Saginaw. At the executive session

which immediately followed, Christian Breisch was re-elected Pres., A. L. Chamberlain of Port Huron, A. J. Goulet of Midland, and Edward Aymer of Fairgrove were elected Directors. The directors holding over from last year are F. E. Lewellyn of Grand Rapids, Charles Francis of Standish, and Frank E. Nowlin of Albion. At the first meeting of the Board of Directors, W. I. Biles of Saginaw was re-elected treas. and Frank B. Drees of Lansing, sec'y.

Mr. Drees, sec'y of the ass'n has recently returned from Washington, D. C., where he took part in a hearing before the Ways and Means com'te relative to securing an adequate import duty on beans.

Elevator Problems Connected with Motor Trucks.

By TRAVELER.

Farmers are buying motor trucks for hauling grain!

There is nothing startling about this announcement, for many logical reasons can be given why farmers should buy motor trucks. The first, and probably the best, reason is because farmers are in a good position financially. Secondly, they realize that a motor truck is a good investment in the way of labor-saving, time-saving and consequently money-saving. Another reason to expect the general buying of motor trucks by farmers is the condition of the motor truck market as a result of great numbers to be sold by the U. S. Army. The farmer is a likely buyer. The question that interests you, however, is what you must do to prepare to handle grain hauled in motor trucks.

It behooves the country grain dealer to prepare the way now for the coming of the motor truck—not a probability, but a certainty. If your elevator is not equipped to receive weigh and dump a motor truck load, then the farmer will drive to the next elevator where his grain can be taken care of. We have summed up the elevator man's needs like this:

First, Motor Truck Scales.

Second, Dumps to support and unload heavy trucks as well as wagons.

Third, Stronger Driveway foundations.

Fourth, Additional Fire Prevention.

We will take up the questions in the order mentioned, considering first the problem of

WEIGHING MOTOR TRUCKS.

The following question has been put to us many times of late: "Will the average wagon scale I am now using be able to weigh accurately, Ford Form-A-Trucks and larger trucks?"

The answer is "No."

If a dealer is using a wagon scale of ten ton capacity he will probably be able to handle the smaller trucks for a time, but his scale will be subjected to such unusual stress and strain due to the unequal load of a motor truck, and the great strain of starting and stopping on the platform, that he will soon wear down the knife edges and the scale will become inaccurate—worse than no scale. A Motor Truck scale of 10, 15 to 20-ton capacity will be required.

Truck weighing presents some complicated features for consideration that are not found in weighing wagons. The wagon scale was designed in the past, as well as in the present on the assumption that the load it has to support or weigh is equally distributed on the platform of the scale, so that each supporting member or each corner of the scale, will carry an equal portion of the weight of the entire load, and the capacity is determined by the combined strength of the four corners. A motor truck scale is or should be designed to support the load that may be imposed on one end of the platform by the rear wheels of the truck. Due allowance must be made naturally for the impact and the friction about 100% is generally allowed. The capacity is

not determined by the combined strength of the four corners, but by the strength of each half of the scale. Therefore a ten ton truck scale means that one end of the scale will support ten-ton,—100% loading on each end, while on the other hand a 10-ton wagon scale will only support 5 tons on one end.

We have drawn our conclusions by approximating the figures to be considered in weighing a two ton load of grain hauled by a motor truck weighing one and one-half tons. The approximated figures are:

Weight of load 4,000 lbs.
Weight of motor truck 3,000 lbs.

Total load 7,000 lbs.
Plus 100% for friction, etc. 7,000 lbs.

Gross load (required capacity) .. 14,000 lbs. or 7 tons.

Therefore the motor truck should not be of less capacity than seven tons—*motor truck type*—meaning that each end must have a seven ton capacity. Seven tons gross load would require a fifteen ton wagon scale or a ten ton auto truck scale.

You may say as a great many others are saying that you can get along "some how" with your wagon scale. Any dealer who takes this attitude is sure to be caught unprepared when the real emergency occurs. The owner of the scale is innocent and naturally cannot understand why his ten ton wagon scale will not weigh a seven ton load, including motor truck, but if this dealer will only stop long enough to get the figures above fixed firmly in his mind, he will readily see the reason for the inability of his wagon scale of ten ton capacity to weigh a seven ton motor truck gross load.

Exercise great care in the purchase of a motor truck scale. Here are a few things to bear in mind when you do buy a auto truck scale. There are as many poor scale manufacturers as there are good ones—go to a reliable firm. Be sure your scale is made on the railroad track scale pattern, and not the wagon pattern. Make the salesman prove to your satisfaction that the scale will weigh its entire capacity anywhere on the weighing platform. The suspension bearing type is superior to the rigid bearing. By "suspension bearing," is meant that the platform, instead of resting on the knife edges, as in the case of rigid bearings, it is suspended from them and the knife edges only take the strain when a load is placed on the platform. However, constant contact is maintained between the knife edges and the bearings. As the accuracy of the scale depends absolutely upon the relative position of the knife edges, this is an important factor. The ball bearing type takes up more of the shock and strain of driving on and off the platform than any other type made.

Do not buy a cheap scale. It will not last, nor give accurate weights. A good motor truck scale will cost in the neighborhood of \$1,000, complete.

DUMPING GRAIN.

One can readily see that the wagon dump now in use in the majority of country elevators is absolutely impractical for dumping motor trucks. There are several objections to be offered—first the average dump irons are not long enough to accommodate the extra length of the motor truck and the weight of the motor truck being about nine-tenths on the rear axle is an awkward load to lower and raise. Besides these things, considerable inconvenience would be felt because of dirt and oil mixing with the grain.

Several firms have been working on the problem of dumping trucks, and a few have been successful in turning out a suitable dump. One very good invention provides the present wagon dump with a pivoted drive for the front wheels. This drive or platform does not interfere with the wagon dump and may be raised to any desirable angle. The front

wheels of the truck drive up the incline until the motor truck reaches the proper unloading angle.

Probably the cheapest to install is an extension attachment placed on the front end of the wagon dump irons to take care of the extra length of motor trucks. The rear of the dump would also have to be remodeled to allow for the additional width of large motor trucks as compared with wagons, and because of the location of the gear box underneath the rear axle, the entire rear of the dump would have to be moveable, instead of merely the wagon trucks.

Still another method is offered in the form of a two section platform, the front section, being moveable. The forward wheels of the auto are raised by compressed air to the desired height for the grain to flow out. This device has a very good performance and can be installed without interfering with your present wagon dump. Dump scales are, in our estimation, out of the question for dumping motor trucks in grain elevators. They are not only expensive to install, but they will not maintain accuracy in weighing under the strains they are subjected to.

If every farmer would buy a self-dumping attachment with his motor truck, there would be no difficulty, whatsoever, in unloading grain from autos, but we cannot expect every farmer to go to this expense when he believes it's the duty of the grain dealers to dump his grain properly. A great many will buy the pneumatic or wheel and chain self-dumping attachments, but the country elevator operator must prepare for the farmers who do not.

STRONGER DRIVEWAY FOUNDATIONS.

The added weight of the motor truck will have to be taken into consideration when you remodel your driveways and dumps. The average motor truck that the farmers will use, at least for the present time, will not be more than two or three tons, but this is more than the weight of the heaviest wagons, which vary from one half ton to one ton. The larger trucks such as the Packard, Mack, Federal, Four Wheel Drive, etc., weigh from five to seven tons and carry a load about equal to their weight. If your driveways are narrow and weak, you have no choice in the matter, they will have to be strengthened or rebuilt to accommodate more weight. Do not run the risk of property and life by trying to dump motor trucks on weak wooden dumps.

FIRE RISK.

A warning is all that is necessary.

With motor trucks driving into your elevators to dump grain there will be considerable oil dropped on the driveways. One truck will add a little more to what the last fellow left. Finally a few boards will become saturated with oil, then a flivver truck with its engine acting up, will backfire just where a pool of oil has gathered, and your fire has started. A strip of tin one foot wide might help in this matter, if tacked down the length of the driveway in the path of the oil drippings. Oil could then be wiped up easily and quickly immediately after the truck left the drive way.

A few handy fire extinguishers would not be out of place.

TRUCK ECONOMY.

There is no longer need of submitting arguments on the economy and efficiency of motor truck transportation, this fact has been established beyond a doubt. The highways bill passed by Congress some time ago whereby the Federal government is lending aid to the various states, financially, in building and maintaining good roads, is stimulating road improvements, which in turn is stimulating motor truck transportation. The farmer sees the economy and saving of motor truck hauling, but the grain man must be made to realize that soon there will be a string of motor trucks waiting near his office with loads of grain to be weighed and dumped. It will be too late then to put in handling facilities. Prepare now.

Seeds

GUTHRIE, OKLA.—W. H. Coyle will build a \$30,000 fireproof seed warehouse here.

SEATTLE, WASH.—Frank Leckenby, vice pres. of Lilly & Co. is the new pres. of the Washington State Seed Ass'n.

BEATRICE, NEB.—The Pease Grain & Seed Co. is building a modern seed house here. It will cost approximately \$40,000.

EATON RAPIDS, MICH.—The Abrams Seed Co.'s new elvtr. has been completed. It is located near the Michigan Central tracks.

WINONA, MINN.—The Northern Field Seed Co. has bot the old elvtr. here and will spend about \$15,000 in overhauling it. It is to be used as a seed warehouse.

"HERE, BINKS, I wish you'd take my garden seeds and give them to your hens with my compliments. It will save them the trouble of coming over after them."—*Life*.

TORONTO, ONT.—Herman J. Simmers, vice-pres. of J. A. Simmers, Ltd., seed merchants, died suddenly in his fifty-seventh year. His brother, A. J. G. Simmers, died four months ago.—B.

THE OZARK SEED CO., Nashville, Ark., which was recently placed in the hands of a receiver, has been purchased and will soon be re-opened by W. A. Garrabrant of Kansas City. The purchase price was \$6,000.

BILLINGS, MONT.—The Midland Seed Co. has been incorporated with \$50,000 capital stock. S. D. McDonald is mgr. and the directors are Mr. McDonald, W. H. Spar, D. L. Chambers, Rockwood Brown and William Gallagher.

FLAXSEED RECEIPTS at Fort William, Ont., for September were 31,028 bus., compared with 9,758 for September last year. The receipts were 24,317, compared with 47,857 in that month of 1918.—C. Burkett, sec'y Grain Exchange.

ST LOUIS, MO.—The Kaercher Seed Co. has been organized here with E. N. Kaercher as pres. and C. Textor, sec'y and treas. Both the men have been with the A. W. Schisler Field & Garden Seed Co. until the establishment of the new firm.

ROCKY FORD, COLO.—B. A. Blotz and A. A. Hennemen have bot the elvtr. and equipment of the Trinidad Bean Elvtr. Co. and they will do a wholesale business as the Blotz-Hennemen Seed Co. They have installed seed cleaning and other machinery.

FLAXSEED RECEIPTS at Duluth for the month of September were 194,173 bus., compared with 154,236 bus. for September last year. The shipments for September, 1919, were 50,460 and those in 1918, 90,792 bus.—Chas Macdonald, sec'y, Board of Trade.

B. J. FITZSIMMONS, former sec'y of the A. W. Schisler Field & Garden Seed Co., and F. Hertel, former mgr. of the garden seed dep't of the same company have organized the Fitzsimmons & Hertel Co. and will engage in the seed business at St. Louis, Mo.

BUFFALO, N. Y.—The Standard Seed Co. has removed its main office from Binghamton to Buffalo, N. Y. The Albany office will be continued and the Binghamton office will become a branch. The capital of the company has recently been increased from \$25,000 to \$100,000.

THE INDICATED yield of clover seed in Michigan, as reported by the Mich. Co-op. Crop Reporting Service, is 1.72 bus. per acre. The acreage already threshed is 8,201 acres; the total yield, 15,588 bus.; the acreage is small but the yield and quality are good. The indicated yield of timothy seed is 2,205 bus. with a total acreage of 688 acres already threshed with a yield of 3.17 bu. per acre.

G. S. MANN, well known seedsman of Chicago, has filed a voluntary petition in bankruptcy. Lack of capital and the fact that the large equipment necessary absorbed too much of his earnings were the causes of the failure. The Central Trust Co. is the receiver.

PROVO, UTAH.—R. N. Cooper, sec'y of the Provo Commercial club, and L. A. Gee of Filmore, Utah, have bot the Carpenter Seed Co. here and have already taken charge. Mr. Carpenter later will remove to California.

AN AMERICAN-LITHUANIAN corporation has, according to reports with the co-operation of English and Danish men, obtained valuable flaxseed concessions in Lithuania. A representative of the corporation, a Mr. Vassack, says that 3,000,000 Danish crowns was paid for the concession.

THE SEED REPORTER, which has been published by the Bureau of Markets Seed Reporting Service since November, 1917, will be discontinued at once according to an announcement in the Oct. 11 issue. This publication was started as the official organ of the Seed Reporting Service which was a war emergency service conducted under the food production act.

HELENA, MONT.—We are contemplating an addition to our present warehouse which is 4 floors and basement, and believe we need 4 circular bins 16 ft. in diameter and 4 stories high. We expect to go into the chick food business, which with the storing and grinding machinery necessary will take considerable room and will no doubt have to be arranged for in a new building.—State Nursery & Seed Co., Josiah Bowden, Jr.

TOLEDO, O.—RUSH IN YOUR CLOVER SEED. There are some scattered October shorts. Railroads are slow and there is a slight delay here. October requires prime of the new crop. It must be here, inspected and ready for delivery. Bills of lading are not a regular delivery. Clover and timothy are not like Chicago grain. Anybody can take delivery. It is not necessary to have a government license. If you feel bullish you can replace with December or March at discount.—C. A. King & Co.

THE CLOVER SEED YIELD, as estimated by the Bureau of Crop Estimates for 1919 is as follows: Illinois, 209,000 bus.; Wisconsin, 197,000 bus.; Michigan, 128,000 bus.; Indiana, 88,000 bus.; Ohio, 80,000 bus.; Minnesota, 44,000 bus., as compared with the 1918 yield, Illinois, 298,000 bus.; Wisconsin, 101,000 bus.; Michigan, 121,000 bus.; Indiana, 176,000 bus.; Ohio, 139,000 bus., and Minnesota, 18,000 bus. The total yield for the U. S. is 1,015,000 bus. for 1919 as compared with 1,102,000 bus. for 1918.

OKLAHOMA CITY, OKLA., Oct. 8.—The total production of broom corn will be considerably greater than that of last year, altho the acreage is estimated at several thousand acres less. Reports from the northwest counties are that the late crop is maturing slowly, early dwarf corn yielding well and condition good. Most of the broom factories are busy. The yield per acre is approximately 393 lbs. and the total production will amount to about 28,400 lbs.—Co-op. Crop Reporting Service for Oklahoma.

Imports and Exports of Seeds.

August imports and exports of seeds compared with August, 1918, and for the 8 months ending August, 1919, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.			
	August.		8 mos. ending August.	
	1919	1918	1919	1918
Flaxseed, bus....	1,232,722	955,882	7,008,316	11,210,317
Castor beans, bus.	134,702	20,900	720,463	556,861
Red clover, lbs....	476,807	65,358	3,917,303	877,565
Other clovers, lbs.	1,209,121	297,280	7,784,121	4,040,350
Other grass seeds, lbs.	1,154,793	417,215	5,528,072	4,552,808
Sugar beets, lbs....	239,250	215,136	892,068	3,910,763
EXPORTS.				
Flaxseed, bus....	440	51	7,509	17,185
Clover seed, lbs....	20,616	153,489	5,697,243	4,143,557
Other gr. sds., lbs.	300,418	182,028	2,447,353	1,843,980

From the Seed Trade.

STOCKTON, ILL.—We are getting some clover seed here and at Lanark, Ill., but the yield is not very large. The quality is quite good. We have been hulling in this vicinity for some time and there is still some to hull.—R. L. Coomber.

MALDEN, Mo.—There is no possibility, it seems, of our having business in seed corn this year owing to a very short crop here and a good crop in the north. In 1917 we had an excellent crop while there was practically no seed corn in the north.—Southeast Missouri Grain Co.

CHAMPAIGN, ILL.—The quality of clover seed in Champaign county is very good, and the same holds true with timothy. The yield has been light and there will be no surplus, in fact, we are shipping in seed at present. The demand is for the better grades and the farmers are willing to pay the added cost, figuring that poor seed is dear at any price. The acreage of alsike clover was extraordinarily heavy last year, but little if any, has been hulled. The wheat acreage is much under that of last year, due principally to the extremely dry weather at planting time.—Champaign Seed Co., Glenn R. Swank.

MALVERN, IA.—We expect to have enough home grown timothy, clover and blue grass seed from this section, for our trade. Will have to ship in alfalfa and alsike, unless we will be able to pick up some alfalfa in the near future. While the crop of clover is good, there really won't be enough to ship out, and we believe the local trade will use all we can get. Will very possibly have a surplus of sudan seed, and may ship some of it. All of our timothy seed sold this fall was home-grown and carefully re-cleaned, also what clover we have sold this fall has been raised in Iowa.—P. Kilmartin.

TOLEDO, O.—Demand for clover seed has not developed to any great extent. One observer thinks last year's history may be repeated. Then there was little demand even well past the first of the year. Then it came quickly and carried prices up speedily towards the end of the season. May be the same this year. High prices encourage late demand. Foreign seed is a question. Any considerable imports would have noticeable influence. New York reports imports this week 4,973 bags. Much of it grades below prime and needs considerable re-cleaning to bring up the grade. Total U. S. crop is small, tho not much below last year as at first expected. Clover is the crop that makes Wisconsin famous this season. Their increase was almost 100 per cent over year ago, and their crop about one-fifth total U. S. crop. Nearly as large as Illinois, which last year had a crop about three times as large as Wisconsin's. Quality of the Wisconsin seed is exceptionally good.—Southworth & Co.

TOLEDO, O., Oct. 25.—Clover seed continued erratic all week. Shorts frightened one minute, bulls the next. October touched \$31.75, March \$30.50 Monday. Hedging orders on the selling side were in evidence most of the week and this pressure caused a slump under \$30.00. Imports reported for the week at New York at 4,973 bags red clover. If no errors and all red it's a neat lump. Probably represents old business as late news indicate the foreign seed not for sale at prevailing prices. Say the asking price is much over this country. Amount of old business done may have been larger than early estimates. If so, a continuance of imports likely. If the latter fall off sharply and stay off will indicate Europe is through. Domestic news unchanged. We know central producing states have small crops, although a few local points in Ohio and Indiana report more seed moving than figured on. Western states very likely have a good surplus and much depends on how freely it moves. Receipts to Toledo been a disappointment. Time yet for a good influx to fill October sales.—J. F. Zahm & Co.

DICKINSON'S

GRASS

POULTRY

AND

AND

FIELD

STOCK

SEEDS—FEEDS

They are Necessities

CHICAGO, U. S. A.

Feedstuffs

THE FARMERS COTTON OIL Co. of Wilson, N. C. has registered the word "Nutri-Laden" for use on prepared stock feed.

MINNEAPOLIS, MINN.—The Newsome Feed & Grain Co. of Pittsburgh, Pa., has opened an office here in the Corn Exchange Bldg.

THE SOUTHERN FEED Co. of Newport News, Va., has registered the word "Cowneeda" arranged in a semi-circle for use on stock feeds.

BLATCHFORD CALF MEAL Co. of Waukegan, Ill., has registered the word "Blatchford's" for use on various feed for animals and poultry.

ARCADE, N. Y.—I have taken over the feed business formerly conducted by my father, the late J. N. Buchman.—C. E. Buchman, Arcade Mills.

P. A. MURRAY, sales mgr. of the Cleveland Grains Drying Co., Cleveland, O., it is said, will soon sever his connection and will engage in other business.

J. H. GENUNG, mgr. of the American Hominy Co., has located at New York, N. Y., and will have active charge of the export and domestic sales from that office.

CHAS. A. KRAUSE MILLING Co., Greefield, Wis., has registered the word "Pep" for use on stock feed composed wholly or mainly of a mixture of crushed or coarsely ground grains and alfalfa meal.

WE ARE HANDLING the output of 18 alfalfa mills and have just completed a mixed feed plant here at Denver which will serve the Rocky Mountain region, we are also shipping a large tonnage of alfalfa hay.—Great Western Alfalfa Milling Co., W. T. Holden, vice-pres., Denver, Colo.

CHAPIN & Co. Hammond, Ind. and Chicago, Ill., have registered as a trade mark a pig, printed in solid black, with the white inscription "Bicorn." This trade mark is to be used on mixed live stock feed. They have also registered the word "Triangle" for use on dairy and stock feed.

THE GLOBE MILLING Co., Ogden, Utah, has started the erection of a feed mill and warehouse which comprises the second unit to their plant. The feed mill is to be 3 stories high and will have a ground area of 50 by 50 ft.; the warehouse will be only one story high and will occupy a space 150 by 50 ft. This second unit will cost approximately \$50,000.

BURLEY, IDA.—We have erected a large feed mill under the name of the Burley Feed Manufacturing Co. for the manufacture of alfalfa feed, molasses feed, and all kinds of stock and poultry feeds. We will buy large quantities of kafir corn, milo maize, amber cane, buckwheat, millet and soy bean meal.—Pioneer Seed & Grain Co., L. A. Stemler, sec'y.

DE FOREST, WIS.—At the present time we are purchasing only the following feeds: cotton seed meal, oil meal, bran, corn gluten feed and screenings. In the spring we expect to

buy corn and oats in large quantities. We ship out nothing except dairy feed and a corn and oats feed and we are shipping approximately 80 tons of feed per day. We are the only firm doing any shipping from this station in the feed line. The H. P. Brown Co., Inc., was incorporated Mar. 11, 1919. Prior to that time we did business as the H. P. Brown Produce Co. The officers are H. P. Brown, pres., H. B. Patton, sec'y and treas., M. A. Brown, vice pres. Capital stock, \$51,000. H. P. Brown Co., Inc.

Feed Men in Session at Hartford.

The Eastern Federation of Grain Merchants met at the Chamber of Commerce Bldg., Hartford, Conn., recently in a session designed to bring the grain men together to discuss their problems and to hear addresses of other grain men. Methods of increasing production and of marketing their wares were discussed; about fifty members were present. Geo. H. Strong of Warwick, N. Y. is pres. and Frank C. Jones of Bullville, N. Y., is sec'y of the federation.

Among the speakers were: Professor E. S. Savage, dairy expert of the New York Agricultural College, Professor Lantz, chief chemist of the Tioga Elevator Co., and Professor George F. E. Storey, formerly of the Vermont Agricultural College.

Feedstuffs Laws.

The report of the legislative com'te on commercial feedingstuffs laws, as given by William G. Crocker chairman of the com'te, at the conference of the directors and delegates of the Millers' National Federation held at Chicago Oct. 17, is as follows:

Since our last report on March 21, 1919, we find as follows:

New York—The proposed vicious legislation did not pass, hence the old law remains unchanged.

Wisconsin—A bill was before the Legislature calling for a tonnage tax on the basis of five cents (5c) per ton, but this did not pass, and will not come up again for two years, at which time it will undoubtedly become a measure.

West Virginia—As stated in our last report, the bill was duly passed and there is now a tonnage tax, as you know, of 25c per ton on all feed shipped into that state. The bill is a good one, being practically the Uniform Feed Law.

Minnesota—This bill passed in due season, as stated in our last reports, covers a tonnage tax of twenty cents (20c) per ton, but is entirely satisfactory to the millers.

Federal Legislation—The bill before the last Congress expired with the adjournment of Congress. However, the question has again come up in the present session, and is covered by H.R. 8342, introduced by Congressman Haugen, of Iowa.

This bill is a very reasonable one, with the exception, your committee thinks, of three points:

On page 4, Sec. 3a, Clause 2 reads: "The kind and weight of each ingredient designated by the name by which it is commonly known in the English language." To any of our good friends who are not including the screenings in their feeds this will have no significance, but to those of us who do include the screenings, the weight of the screenings in each package must be given as well as the weight of the bran. For instance:

Minimum Wheat Bran.....98 lbs.
Maximum Screenings.....2 lbs. per cwt.
As the screenings vary widely from time to time, it will be necessary to set your maximum screenings high enough so as to be safe in your guarantee.

We consider it sufficient penalty to add the word "screenings" to "bran" in the same sized type when there is so small a percentage of screenings.

We also object to paragraph C, on page 5, regarding feed in bulk. This might work an especial hardship on the small mills, and while they rarely do an interstate business, this objectionable feature might later become incorporated in the various state laws.

This provision is ridiculous for the reason that, certainly if a buyer is securing his feed in bulk and has his eyesight, he should not require the facts specified, as to brand, ingredients, net weight, analysis, etc.

We also object to Sec. 7, requiring the keeping of records and statement of accounts covering the shipping and selling of feed. It seems to us that this is an uncalled-for requirement.

We are promised a hearing on this bill and are now awaiting word from Washington.

Of course the bill is not unworkable, but it

does cause an unwarranted hardship on the millers. If we all comply with the requirements of the bill, with the exceptions stated above, there can be no deception to the public. Let us plead that you kindly write to Washington for a copy of this bill, and if you agree with us take the matter up with your congressman.

Misbranding Bran and Screenings As Shorts.

Seizures of shipments of stock feeds on the charge of adulteration and misbranding, because of the sale of reground bran and screenings as shorts, have been made upon the recommendation of officials of the Bureau of Chemistry, United States Department of Agriculture, who are charged with the enforcement of the Federal Food and Drugs Act.

The feed known to the trade as "shorts" contains more nutritive material than ground bran and screenings, and sells in the market for a considerably higher price. The sale of ground bran and screenings as shorts, in the opinion of the officials, is not only a fraud upon the purchaser, but is demoralizing to the feed industry. Honest feed manufacturers who correctly label their feeds are placed at a disadvantage in competing with manufacturers and dealers who put out cheaper products under the names of higher priced ones.

The shipment into interstate commerce of ground bran and screenings, labeled as shorts, constitutes both adulteration and misbranding under the terms of the Federal Food and Drugs Act. Inspectors have been instructed to watch for interstate shipments of adulterated and misbranded stock feeds. Action will be taken in all cases found to be in violation of the law.

Feed Prices to Have Downward Trend.

The general position of feeding grain is still more favorable from a consumer's point of view. To mention only one article, namely, Argentine maize, we can confidently assert there is an abundance of this valuable feeder, and in addition there are American and Canadian oats and barley, and quite possibly these will be supplemented by Russian barley and Danubian maize and barley. It may be asked, in what way will cheaper feeding grain (and it is, of course, well known to all our readers that feeding barley and oats, also linseed, are cheaper) affect the trade in wheat? It is obvious that cheap cattle food cannot alter wheat prices, when these are officially fixed on all the chief markets, but altho cheap feeders may only exert an indirect or sentimental influence, yet this may have far-reaching consequences.

Maize prices in this country, except to a very small extent, are as artificial as those of wheat, but the real value of the feeder in Argentina is far below wheat, and we may well hope that eventually all feeding grain will come down to a level which will offer a strong inducement to farmers to buy them for their live-stock, and at the same time encourage the sale of all wheat in any way suitable for milling. We feel sure that cheaper feeding grain will eventually help the wheat position here, and it will help, too, on the Continent, although the shortage of cattle there is so great that, except in parts of France, such help is not greatly needed.

The probable effects of such a combination as an almost general shortage of domestic animals, and a plentiful supply of feeding grain, when the latter is made available for consumers' use by better and cheaper transport facilities, call for the serious consideration of all engaged in the grain and allied trades. The recent sharp falls in oats and linseed give a strong hint of what may be in store for the trade when a really plentiful supply of tonnage is available to ship the good supplies of maize, barley, etc., which undoubtedly exist.—*Corn Trade News, Liverpool.*

Exports of Feedstuffs.

August exports of feedstuffs as compared with August, 1918, and for the 8 months ending August, 1919, compared with the corresponding months ending August, 1918, as reported by the Bureau of Foreign and Domestic Commerce, were as follows:

	August, 1919		8 mos. ending August, 1919	
	1919	1918	1919	1918
Bran, midds., tons	6,616	661	3,846	5,652
Dr. gr. mt.				
spts., tons	1		1,072	8
Mill feed, tons	936	586	6,512	8,094
Corn oil cake, lbs.	2,494		3,367,580	2,750
Ctnsd. m'l, lbs.	27,041,306	2,250	4,732,361	104,689
Ctnsd. cake, lbs.	25,205,187		6,603,759	32,381
Lnsd. cake, lbs.	18,113,658		161,762,620	9,939,155
Lnsd. meal, lbs.	5,484,441	745,400	19,828,846	16,181,447

Damages to Be Based on Destination Value.

The McCaull-Dinsmore Co., of Minneapolis, Minn., plaintiff, won a signal victory Sept. 22, 1919, in the decision by the United States Circuit Court of Appeals against the Chicago, Milwaukee & St. Paul R. R. Co., defendant, which had appealed from a verdict of the U. S. District Court, of the District of Minnesota, granting plaintiff judgment for grain lost in transit on the basis of the value at destination.

The shipment was made under a B/L providing that "The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment under this B/L, including freight charges, if paid."

The contract was in a form like that included in the legally published tariffs filed with the Interstate Commerce Commission, which tariffs provided, among other things, a rate of transportation based on and controlled by said form of B/L, and that in cases where the shipper was not agreeable to shipping under the terms of such form, then a higher rate was to be charged.

The fair market value of the shipment at destination at the time when it should have been delivered, with interest and less freight charges was \$1,422.11. The railway has paid thereon \$1,200.48, the value at origin at time of shipment. The controversy is over the difference, and the sole question presented is whether the origin value or the destination value should govern where the shipment was under such a form of interstate B/L.

At the time of this shipment the so-called Cummins Amendment of March 4, 1915 (38 Stat. 1196), contained the law in this respect governing form of contracts for interstate shipment. That statute provided:

"That any common carrier, railroad, or transportation company subject to the provisions of this Act receiving property for transportation from a point in one State or Territory or the District of Columbia to a point in another State, Territory, District of Columbia, or from any point in the United States to a point in an adjacent foreign country shall issue a receipt or B/L therefor, and shall be liable to the lawful holder thereof for any loss, damage, or injury to such property caused by it or by any common carrier, railroad, or transportation company to which such property may be delivered or over whose line or lines such property may pass within the United States or within an adjacent foreign country when transported on a thru B/L, and no contract, receipt, rule, regulation, or other limitation of any character whatsoever, shall exempt such common carrier, railroad or transportation company from the liability hereby imposed; and any such common carrier, railroad or transportation company so receiving property for transportation from a point in one State, Territory, or the District of Columbia to a point in another State or Territory, or from a point in a State or Territory to a point in the District of Columbia, or from any point in the United States to a point in an adjacent foreign country, or for transportation wholly within a Territory shall be liable to the lawful holder of

said receipt or bill of lading or to any party entitled to recover thereon, whether such receipt or B/L has been issued or not, for the full actual loss, damage, or injury to such property caused by it or by any such common carrier, railroad, or transportation company to which such property may be delivered or over whose line or lines such property may pass within the United States or within an adjacent foreign country when transported on a thru B/L, notwithstanding any limitation of liability or limitation of the amount of recovery or representation or agreement as to value in any such receipt or B/L, or in any contract, rule, regulation, or in any tariff filed with the Interstate Commerce Commission; and any such limitation, without respect to the manner or form in which it is sought to be made is hereby declared to be unlawful and void: Provided, however, That if the goods are hidden from view by wrapping, boxing, or other means, and the carrier is not notified as to the character of the goods, the carrier may require the shipper to specifically state in writing the value of the goods, and the carrier shall not be liable beyond the amount so specifically stated, in which case the Interstate Commerce Commission may establish and maintain rates for transportation, dependent upon the value of the property shipped as specifically stated in writing by the shipper. Such rates shall be published as are other rate schedules: Provided further, That nothing in this section shall deprive any holder of such receipt or B/L of any remedy or right of action which he has under the existing law."

Judge Stone, of the Circuit Court, after making the foregoing statement of fact and law, gave a decision, which follows, in full:

The railway seeks to avoid the application of this provision by contending that it, in the present instance, has not sought to limit its liability, but has on the contrary defined liability for the full actual loss, and has by its tariffs thus crystallized the method of arriving at the actual loss. We deem such contention unsound.

There was no uncertainty as to the time or place of estimating value under the rule of common law—it was the destination. The evident purpose of the provision in the B/L was not to introduce certainty, but to avoid the rule existing at law, for the obvious object of escaping a higher valuation which would often arise at destination. Such a provision is unquestionably a limitation, since it forbids application of the established rule.

The railway also says: "The rule, as we contend, was that in the absence of contract, destination value would apply, but that it was not unlawful to agree upon origin value." Whether the parties could so agree at the common law is not material.

The Cummins Amendment was not concerned alone with preventing contracts already illegal under the common law, but with prohibiting all agreements having the effect defined by that statute. Congress passed this Act to remedy the defects in the Carmack Amendment (34 Stat. 595) as developed in the case of Adams Express Co. vs. Croninger, 226 U. S. 491, and intended thereby to fully and finally prevent all limitations of this character. Congressional Record, 63rd Congress, 3rd Session, Vol. 52, pp. 5446-5451. Affirmed.

Red Star Milling Co.

The Red Star Milling Co. of Wichita, Kans., has a daily milling capacity of 2,200 barrels of wheat flour, and 800 barrels of corn products.

Back of the big Red Star Mill is a large organization buying grain thruout the southwest. They operate 24 stations in Kansas and Oklahoma under the name of Red Star Milling Co.'s Grain Department and do a general merchandising business. These twenty-four elevators scattered thru Kansas and Oklahoma have a storage capacity of 400,000 bus., while the mill in Wichita has a storage capacity of 1,500,000 bus. of grain.

The products manufactured by the cereal department are nationally distributed and include such well-known brands as, "Red Star" Wheat Meal, "Red Star" Health Bran and "Red Star" Pancake Flour.

The officers of the firm are L. R. Hurd, Pres.; R. S. Hurd, Vice-Pres.; Geo. E. King, Vice-Pres.; O. F. Oleson, Vice-Pres.; A. S. Anderson, Vice-Pres.; H. B. McKibbin, sec'y and Treas.; J. R. Harold, Mgr. Grain Dept.; and J. A. Wallace, Mgr. Cereal Dept.

Wichita's Milling and Storage Capacity.

With a 30,000 bushel daily wheat requirement, the Wichita Mills keep the grain men of that town busy supplying their needs. It is the claim of Wichita and a reputation generally conceded throughout Kansas, that the Wichita mills run every day of the year.

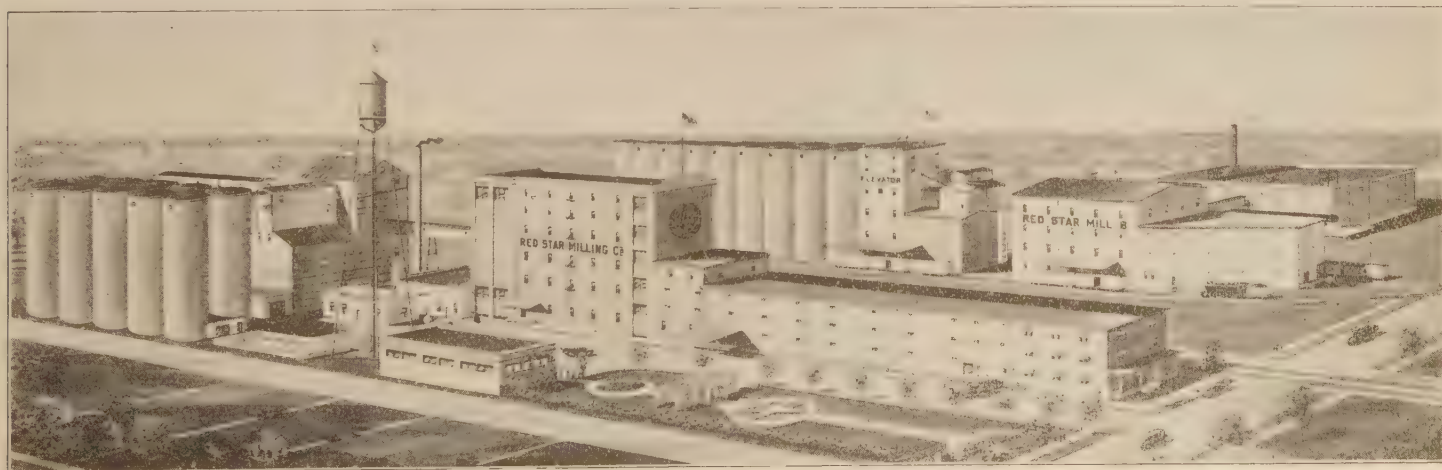
The following will give an idea of the amount of grain received and ground into flour in Wichita:

Kansas Mill, milling capacity, 2,000 bbls. flour daily, elevator capacity, 750,000 bus.; Red Star Mill "A," milling capacity, 1200 bbls. flour daily, elevator capacity 600,000 bus.; Red Star Mill "B," milling capacity, 1,000 bbls. flour and 800 bbls. corn meal daily, elevator capacity 600,000 bus.; Wichita flour mill, milling capacity, 2,500 bbls. flour and 250 bbls. corn meal, elevator capacity, 500,000 bus.; Imperial Mills, milling capacity, 500 bbls. flour and 300 bbls. corn meal; elevator capacity of Imperial Mills, or Kelly Grain Co., 100,000 bus.

INDIVIDUAL PERMITS will again be inaugurated on grain, effective Oct. 25, from all points to Chicago, Milwaukee, Kansas City, Omaha and St. Louis.

THE AMENDMENT to the food control act has been signed by President Wilson. This amendment provides penalties for hoarding and profiteering in food and clothing.

I HAVE LEARNED to know that the Grain Dealers Journal is one of the very best journals published.—Chas. E. Plach, mgr. Stinson & Co., Oberlin, Kan.



Plant of the Red Star Milling Co., at Wichita, Kan.

Growing Grain Abroad.

While the early threshing in the Ukraine promised a wheat crop from ten to twenty-five per cent above the normal, reports of an enormous grain surplus there and in Southern Russia may be dismissed as groundless, according to the American Red Cross investigators who made a tour of the country liberated by General Denikine's army.

The Germans bent every energy toward sowing this crop, which the Russians reaped. But even this bumper crop will fall short of the domestic demand. Not a bushel of it will enter into competition with wheat from the United States, Russia and the countries bordering on the Black Sea will need all the bread of the 1919 crop.

After a 2,000 mile tour of Poland and Russia, the American Red Cross Commission returned to Warsaw with distressing stories of suffering caused by lack of food, clothing and medical care. Adults and children alike managed to keep body and soul together with hunks of a black bread which looks like a chunk of soil and is made largely of leaves and bark. With this, they eat soup made of grass.

Although the Poles harvested in September a wheat crop planted by the Germans, it will hardly be sufficient to relieve a people so hungry. The greatest need in Vladimir, which is in the center of a district embracing a population of 100,000, is seed for planting. Most of these people are peasants and they are all idle for lack of seed and farming implements. For a single planting they need 3,000 carloads of seed.

In Northern Russia, on the northern slopes of the Caucasus, the Cossacks seem to have a plentiful supply of grain, wool and hides. When the steamship "Kickapoo," the American merchantman which made the first voyage across the Black Sea after America's entrance into the war, arrived there with a cargo of American goods—shoes, textiles, hardware, and farm tools—the Cossacks gladly exchanged their products for the American manufactures.

The grain and wool thus acquired were used by the Relief Commission for the suffering people in nearby districts.

Many of the crops harvested abroad this fall were grown from American seed. The American Red Cross has a model one-thousand-acre farm in Palestine to show the old-world people how to farm on modern American lines. After visiting and inspecting the model farm and learning as much as possible of up-to-date agricultural methods, these people apply to a special bureau for aid. Oxen and mules are loaned to needy farmers and in many instances American seed is furnished for the next sowing.

In September, Southern Serbia commenced to reap her first crop since 1916. The food derived from this will alleviate much of the suffering which has held the mountain regions in its grasp since the signing of the Armistice. This crop is mostly wheat and maize. The grain was sown last spring. The greater part of it under the direction of the American Red Cross, which brought from this country 10,000 sacks of seed for the purpose.

The Red Cross has already distributed agricultural machinery to cultivate the fields for the next crop. This machinery includes a number of powerful tractors which have been assigned under the direction of agricultural organizations to farm communities intending to pool their use.

The Serbians farm on a miniature scale according to American standards. The average Serbian farm is about six acres, and in order to use the tractors the farmers have thrown their small farms together, making continuous tracts of great extent.

This experiment with the community farming plan has encouraged the Serbian government to stimulate the spread of the scheme in

localities still laboring with the wooden plows of their forefathers.

The American Red Cross is convinced that Serbia's redemption from starvation and destitution depends largely on what the Serbs are able to do for themselves. And working on these lines the Red Cross has established an educational center for agriculture at Batch. Here the latest soil-tilling methods are taught the farmers. Not only is agricultural machinery sent out from Batch, but also farm implements, sawmills, tractors and large quantities of seed, wheat and rye.

Although the work of the American Red Cross abroad is being rounded off there is still a great deal to be done to help the peoples of the war seared countries to "come back," especially in an agricultural way. That is one purpose of the \$15,000,000 asked for from the chapters to complete war work, your portion of which may be contributed at the time of the Third Red Cross Roll Call, November second to eleventh.

THE SOY BEAN production in the U. S. as reported by the dep't of agriculture is 3,041,000 bus. as compared with 2,245,000 bus. last year.

THE WHEAT CROP of India covers an area of 23,764,000 acres, which is a decrease of 33% from last year's acreage, which amounted to 35,487,000. The total yield which has been harvested so far is estimated at 7,502,000 tons which is a decrease from last year's crop of 24%.

To Store Wheat in New South Wales.

Numerous wheat silos are to be erected in New South Wales in order to make storage room for this fall's crop. In a conference with the Australian wheat board, Mr. Grahame, minister of Agriculture spoke on the storage question. He said that by the end of this year the expenditure for wheat silos would be nearly 1,000,000 pounds sterling, and that storage would be provided for 10,000,000 bushels of wheat. Reckoning three bushels to the bag, that would mean—as no bags are used—a saving of 3,333,000 bags, and as bags today are quite costly, permanent silos can be constructed nearly as cheaply as bags can be bought.

Then as regards handling charges, the saving would be approximately 4 cents per bushel, so that there would be economy effected representing about 250 pounds in one year for an expenditure of less than 1,000,000 pounds. In other words, there would be an immediate return of 25 per cent on the outlay. Not bad that for the first year.

The Victorian government which at one time used to lead Australia in all progressive matters, has been engaged for years in thinking over the preliminaries of a scheme for the erection of wheat silos. It is still at the thinking stage. The work has not yet been commenced. For being two years behind New South Wales in this enterprise Victoria's slow thinking will cost her approximately 500,000 pounds on the basis of the present price of bags.



Queen Marie of Roumania is an Expert farmer and was much Concerned as to the Success or Failure of this Year's Crops.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

Oakland, Cal.—The new plant of the Western Milling Co. will consist of a 500,000 bu. elvtr. and a 1,000-bbl. mill.

CANADA

St. Thomas, Ont.—R. R. Conner has bot the elvtr. of E. D. Port, here.

Edmonton, Alta.—The North-West Grain Co., Ltd., has been capitalized at \$50,000.—B.

Vancouver, B. C.—The United Grain Growers, Ltd., has bot the Burnett elvtr. in this city.

Winnipeg, Man.—The Pioneer Grain Co. has increased its capital stock from \$800,000 to \$1,500,000.

Saskatoon, Sask.—The Loganton Grain Co., Ltd., incorporated and registered under the Saskatchewan Companies Act; capital stock, \$10,000.

Winnipeg, Man.—The Lake of the Woods Milling Co. will make application for an increase of its capital stock from \$1,500,000 to \$4,000,000.

COLORADO

Simla, Colo.—Frank S. Staples is mgr. for The T. D. Phelps Grain Co. at this station.

Sedgwick, Colo.—The Farmers Co-operative Elvtr. Co. will build a 20,000-bu. elvtr.

Hugo, Colo.—The Hugo Co-operative Elvtr. Co. has let the contract for an iron-clad elvtr.

Steamboat Springs, Colo.—The Steamboat Farmers Elvtr. Co.'s elvtr. will be completed by Nov. 15.

Brighton, Colo.—The Midland Cereal Products Co. has let contract for its new plant which will include storage facilities for grain.

Limon, Colo.—We have placed our plant here under the management of one of our other plants.—Robt. Fletcher, gen. mgr., Isbell Colorado Bean & Elvtr. Co., Trinidad.

DENVER LETTER.

Denver, Colo.—We have discontinued business.—Western Grain Co.

Denver, Colo.—Ed. S. Past is now mgr. for the Flanley Grain Co. at its new office.

Rex Houlton, traveling representative for Flanley Grain Co. in Nebraska, is now ass't mgr. of the company's office here.

IDAHO

Camas, Ida.—Owing to a total failure of crops in this vicinity will not open my grain warehouse this fall.—Wm. McCall.

ILLINOIS

Hopedale, Ill.—Raisback Bros. have bot the elvtr. of B. T. Railsback & Sons.

Brocton, Ill.—I am now mgr. for the Farmers Grain Elvtr. Co.—W. D. Davidson.

Tremont, Ill.—I am out of the active grain business on Big 4 Ry.—S. A. Hayward.

Drake, Ill.—The elvtr. of the Farmers Elvtr. Co. burned Oct. 13. Total loss; fully insured.

Palmer, Ill.—I have succeeded Wm. Clark as mgr. of the Farmers Grain Co.—L. A. Tedrow.

Foosland, Ill.—Alton G. De Long has succeeded R. S. Ritchie in the grain business here.

Crawford Siding (Maroa p. o.), Ill.—I now own and operate an elvtr. here as well as the elvtr. I recently bot at Maroa, in conjunction with E. H. Wright.—W. C. McGuire, Maroa.

Ottawa, Ill.—A new company will be formed here to build an elvtr. on the south side of town. The company is to be capitalized at \$30,000. Al Duffield is temporary chairman and H. A. Bunges, temporary sec'y.

Cairo, Ill.—I am now mgr. for the Grenada Feed & Milling Co., Grenada, Miss.—M. F. Forsythe.

West Point, Ill.—E. L. Carpentier, Grover Barnard, Fred. Haas and others have bot the elvtr. of Geo. Major.

Breckenridge, Ill.—Twist Bros., of Rochester, have let contract to the White Star Co. for an elvtr. at this station.

Metcalfe, Ill.—The office of the National Elvtr. Co., of Indianapolis, Ind., at this station has been remodeled and painted.

Fairbury, Ill.—C. F. Price will remain here as mgr. for the S. C. Bartlett Co. during the winter, only his family moving to Peoria.

Alton, Ill.—John Yackel, for 36 years with the Stanard-Tilton Milling Co., fell from a 5-ft. stepladder and broke his neck, dying instantly.

Verona, Ill.—The Farmers Elvtr. Co. will tear down its elvtr. and put up a new one of double capacity. Work will be started at once.

Church Road (a station on the Fox & Ill. Union Ry. about 5½ miles north of Morris), Ill.—We are building a new elvtr. here.—Morris Grain Co., Morris.

Casey, Ill.—D. B. Appleby has bot the interest of M. F. Buxton in the firm of Buxton & Appleby and we will now operate as C. E. Appleby & Son.—C. B. Appleby.

Woodland, Ill.—The Woodland Farmers Elvtr. Co. has just gone over on the co-operative plan and intends building a new fireproof elvtr. in the spring.—R. C. Williams, mgr.

Greenfield, Ill.—The Farmers Elvtr. Co. has voted an increase in stock to \$25,000 and will buy a site of the C. B. & Q. Ry. and erect a concrete elvtr.—Geo. O. Cole, sec'y.

Cullom, Ill.—Cullom Co-operative Grain Co. incorporated; capital stock, \$40,000; incorporators, John Diebel, Raymond Rigler and J. Jewkes, Chas. Riebe and J. D. Brown.

Denver, Ill.—Denver Elvtr. Co. incorporated; capital stock, \$15,000; incorporators, J. B. Ufkus of Carthage, S. S. Fleming, W. A. Kleppert, C. Carl Barber, and H. L. O'Brien of Denver.

Ottawa, Ill.—Simons, Day & Co. have moved their office from Earlville, to the Molonet Building in this city. Geo. W. Kirby, former mgr. for the Harris-Winthrop Co., is mgr. for the new office.

Hartsburg, Ill.—No new elvtrs. to be remodeled here and no changes. The E. Bowles and Chas. Miller deal reported at this station was at Emden.—Larkins G. Hall, Hartsburg Grain, Coal & Lbr. Co.

St. Anne, Ill.—We bot out Hughes Bros. here some time ago and are now operating it as the Bettendorf Grain Co. The firm is composed of Jos. B. W. Bettendorf and sons E. P. and A. J.—Bettendorf Grain Co.

Hartsburg, Ill.—Wm. Casey, formerly mgr. for Coort Bros., has resigned and will conduct a coal mining business on his own account at Lincoln. Coort Bros. will take care of the elvtr. personally for the winter.

Pesotum, Ill.—Work has been started upon the new elvtr. of Burton, Gardner & Davis, which will replace the house burned July 2. The new elvtr. will have a capacity of 50,000 bus. and will be of re-inforced concrete.

Woodson, Ill.—At the annual meeting of the Farmers Elvtr. Co. Fred. J. Schofield was elected pres. and Wm. Craig, sec'y-treas. Hugh Hagen was again chosen mgr. Gas engines have been installed in the elvtr. and many other improvements made.

Oakwood, Ill.—Officers of the recently incorporated Farmers Co-operative Elvtr. Co. are W. G. Green, pres.; Mont Fox, sec'y; and J. W. Johnston, treas. I am at present mgr.—Fred Oakwood. The capital stock of the above company is \$2,000 and it now owns the elvtr. of B. Minor.

Springfield, Ill.—George F. Barrett who has been engaged in the grain business for many years at Pana, Ill., fell thru an elevator shaft at the local garage Oct. 21 and received injuries which resulted in his death a few hours later.—John W. Lloyd & Co.

Randolph, Ill.—We are making extensive improvements, rebuilding driveways, building coal sheds and making many other improvements. I have succeeded Mgr. W. C. Tuttle, who goes to Chebanse.—C. E. Graves, mgr. Randolph Co-operative Grain Co.

El Paso, Ill.—I am now mgr. of office of Gardiner B. Van Ness Co. here. Have private wire with E. N. Folrath, operator. A. W. Hildreth, former mgr. of the El Paso Elvtr. Co., who recently returned from overseas, is back again as mgr. for them.—W. G. Nelson.

Champaign, Ill.—The officers, managers and stockholders of the various farmers' organizations in this county met in this city Oct. 11 and after a dinner at the Hotel Inman were addressed by many of the prominent men of the Farmers Grain Dealers Ass'n of this state.

Morris, Ill.—The Appellate Court has affirmed the penitentiary sentence and fine imposed on Chas. B. Munday, convicted of complicity in the wrecking of the La Salle Street Trust & Savings bank and the involving of a line of elvtrs. owned and operated as Chas. B. Munday & Co.

Wyant, Ill.—The Farmers Elvtr. Co. was ordered Oct. 11 to move its elvtr. from the present site on the C. B. & Q. within 30 days, as it had been decided that the R. R. company's new depot should be built on the same site. The Farmers company have not yet found a site for the house, altho they have practically emptied the building.

Watseka, Ill.—Homer Bell, our mgr. for 10 years, has formed a partnership with A. N. Steinhart, former sec'y of the Illinois Farmers Grain Dealers Ass'n, and will open a grain commission office at Indianapolis, Ind., under the name of the Steinhart-Bell Grain Co. Nov. 1 in the Board of Trade Bldg.—Otto Buetzow, mgr. succeeding Mr. Bell, Farmers Grain Co.

Freeport, Ill.—C. M. Fank, of Warren, has bot the coal business of Rosenstiel & Co. and will make his headquarters here. He owns elvtrs. at Warren and at Waddams Grove. Rosenstiel & Co. will retain their grain business with offices in the 2d Natl. Bank Bldg.

Emden, Ill.—I recently bot the elvtr. owned by Chas. A. Miller, who bot it from J. H. Hildebrands. It was originally owned by Lewis & McClelland. I have been operating it under my own name since Sept. 1. The report that I bot the elvtr. of the Hartsburg Grain, Coal & Lbr. Co., of Hartsburg, is false.—Chas. E. Bowles.

Decatur, Ill.—Our company has been taken over by the Stokes-Barkley Grain Co., with home offices at St. Louis and a branch office here. A. H. Stokes, formerly with the Lusk Stokes Commission Co., which went out of business Oct. 1, is in charge at St. Louis, while I shall for the present remain in charge here. We will operate under the new name.—F. H. Barkley, of the former F. H. Barkley & Co.

New Berlin, Ill.—Arthur Harris of Clinton, formerly agt. for the Farmers Elvtr. Co. and later for the Central Illinois Grain Co., at this station, is alleged to be \$8,000 short in his accounts as mgr. The 5 bondsmen who went on his bonds have been notified to meet their bonds of \$5,000. A lookout for Harris is being kept. He was always known as an honest hard-working man while he lived in Clinton and the men did not hesitate in going on his bond. There is still hope among the bondsmen that there is some mistake and that Harris will appear to make good his shortage with the elvtr. owners.

CHICAGO NOTES.

Blackstone Smith has resigned as sec'y-treas. of the Williams Commission Co. and is succeeded by B. H. Trussell.

Appeal will be made on the decision of Joseph B. David in the Superior Court, claiming that Lamson Bros. & Co. cannot legally recover \$6,000 from Frank Greiner, a farmer near Washington, Ia., and a customer of Lamson Bros. for whom they advanced money on Board of Trade transactions in 1912 and 1913. The court held that as Greiner did not intend to accept delivery he could not be made to pay. All prior decisions have been to the effect that a broker intending to make delivery was doing a legitimate business.

A new company with F. H. Mealiff as vice-pres. and mgr. has been formed to take over and operate the 300,000-bu. concrete Michigan Central Elvtr.

W. E. White, well known on the Board, is now associated with the J. Rosenbaum Grain Co. He will have charge of the wire system of the company.

Alexander Mason, for 30 years connected with Nye & Jenks Grain Co., and at the present time treas., will be married Oct. 26 to Miss Annie Lowry of Milwaukee.

New members of the Board of Trade are V. L. Lamy, Alfred L. Rosener. The only applicant for membership is J. H. VanDyke. The estate of J. M. Jenks has been posted for transfer.

The directors of the Board of Trade in session Oct. 22, returned to the senders a petition for a change in the ruling on brokerage firms, etc., with the suggestion that the recent ruling by the directors covered the situation.

The directors of the Board of Trade postponed action on the report of the building com'te, Oct. 22, who suggested that the estimated cost of a new building of over \$6,250,000 as submitted by architects, was too high for the board to erect a new building. In addition, the board would face the necessity of paying from \$150,000 to \$200,000 for moving and rental while the new building was being erected.

The dinner given by the Board of Trade in honor of Julius H. Barnes at the Blackstone Hotel Oct. 16 was attended by more than 200 Board members, who warmly applauded the remarks by the two speakers, who were Geo. M. Reynolds, a leading banker, and Mr. Barnes, who were introduced by Leslie F. Gates, pres. of the Board. Mr. Reynolds paid a tribute to the character and integrity of Mr. Barnes, to whose business Chicago bankers had extended a big credit when needed in the early days of the war, solely because of their confidence in his personality. Mr. Barnes stated that he had enjoyed the most hearty co-operation from the Board of Trade in carrying out the work of the Food Administration, and that it was the fixed purpose of Pres. Wilson as well as himself to strike the food administration shackles from the trade. He warned the grain men that there was a movement to extend the period of control beyond the expiration of the guaranty. He was opposed to it as "price fixing by law has always been a failure."

INDIANA

Perrysville, Ind.—Armour Morgan is building an elvtr.

Plymouth, Ind.—Curtis & Co. are out of business here.

Cicero, Ind.—I am out of the grain business.—E. E. Cornthwaite.

Maxwell, Ind.—John Carlton, of Brandenburg & Carlton, died Oct. 6.—E.

Burr Oak, Ind.—Chas. Miller has bot a half interest in the elvtr. of Franklin Overmeyer.

Lizton, Ind.—Powell Bros., operating as Lizton Grain Co., have sold their elvtr. to Russell Shahan.

Russellville, Ind.—We have entirely remodeled our building and put in new machinery.—Hargrave Bros.

Ligonier, Ind.—Kelly Bowles, mgr. for the Farmers Co-operative Co., has resigned and will go to Iowa.

Mt. Comfort, Ind.—J. A. McComas contemplates installing another 20 h. p. single phase motor in his elvtr.—E.

Middlebury, Ind.—Carper & Leer have bot the elvtr. of the Middlebury Grain Co. from Troyer Bros., Props. and will operate it

Crawfordsville, Ind.—The McCardle-Black Co., of Indianapolis, has opened an office here with a private wire. This firm now has 5 offices.

Mishawaka, Ind.—The recently incorporated Grange Elvtr. Co. will have a new elvtr. in a few days. Work is progressing rapidly on the building.

Seymour, Ind.—After operating the elvtr. that he built himself, for 16 years, G. H. Anderson has sold it to Arthur R. Enos, and is retiring from active business.

Crete, Ind.—Geo. Bowen, who formerly owned the elvtr. here, has bot it again from Richards & Simpson. Harry Bowen and Clarence Holoday will be in charge.

Corydon, Ind.—Wm. Taylor is now sole owner of the Corydon Milling Co., having bot out his partner, Oscar McCollum. The firm name was formerly Taylor & McCollum.

Goodland, Ind.—The Farmers Elvtr. Co., of this city, has bot the elvtr. of the Goodland Grain Co. and also the elvtr. at Percy (Foresman p. o.), paying \$50,000 for both houses.

Messick, Ind.—I will operate under the name of P. W. Millikan & Son, and will take possession of the elvtr. I recently bot from Conaway Bros., Nov. 1.—P. W. Millikan, New Castle.

Portland, Ind.—The Tallawanda Grain Co. has bot the elvtr. of Magill & Son.—We have just installed a new feed grinder and have completed a new warehouse.—The Haynes Milling Co.

Morristown, Ind.—G. Wolf, mgr. for the Mull Grain Co., and his son, Paul H., have bot the elvtrs. of The Mull Grain Co. here and at Gwynneville and will operate them as the Wolf Grain Co.

New Palestine, Ind.—The New Palestine Grain Co. is dismantling the old mill here which has been idle now for 2 seasons. All the machinery and spouting have been removed.—E.

Union City, Ind.—The Union City Elvtr. Co. succeeds the Farmers Grain & Milling Co. Mgr. H. W. Bowen, who was junior partner of Geo. T. Bowen & Son, of Savona, O., has sold his interests in the Ohio firm.

Lebanon, Ind.—Have been taking a short rest on account of ill health and am out of grain trade at present. Wm. Means has succeeded me as mgr. for the Boone Grain & Supply Co.—R. G. Wilkinson, La Fayette.

Clarks Hill, Ind.—C. B. Hillis and J. E. Doan, of Frankfort, have bot the elvtr. of the Davis Grain Co. and will take possession Nov. 1. Consideration, \$32,000. Nat P. Claybaugh, broker, Frankfort, Ind., negotiated the sale.

Newport, Ind.—The National Elvtr. Co., of Indianapolis, has bot the ruins of the elvtr. of the W. M. Prillaman Co. that burned Aug. 26, '19, and will clear away the debris and build a modern 55,000-bu. elvtr. on the site. The new house will be managed from the Metcalf, Ill., office.

Kirkpatrick, Ind.—The contract for the new elvtr. of the Farmers Elvtr. Co. has been let to the Reliance Constr. Co. The building will cost \$25,000 and is the third elvtr. to be built on the same site, both of the others having burned. The same construction company built the second elvtr.

Union City, Ind.—We are completely remodeling the plant that we recently bot of the Farmers Grain & Milling Co. We will take out the mill machinery so as to utilize the room for feed, seed and flour storage. We are installing an automatic loader scale. Monitor No. 7 Cleaner. Western Sheller, 1-ton freight elvtr. Henry W. Bowen, junior partner of Geo. T. Bowen & Son, of Savona, O., will be mgr.—Union City Elvtr. Co.

Yeddo, Ind.—The Farmers Milling & Elvtr. Co., of Veedersburg, whose elvtr. at this station burned June 18, 1919, has bot suit against Walker D. Hines, director general of railways and receiver for the C. & E. I. R. R., alleging that it owned an elvtr. building on its individual property in this town which adjoins the right of way of the defendant and that a spark from an engine set fire to the building and totally destroyed it.

Portland, Ind.—Aaron Hines, employed at the elvtr. of Russell & Co. for the last 17 years, was fatally injured about 8 p. m., Oct. 12, when he was caught in the machinery and thrown 12 feet. His skull was fractured and his right arm broken. Hines was at work on a ladder oiling the belts of a line shaft attached to the ceiling and it is assumed his clothing was caught in the machinery, throwing him to the floor where he was found unconscious. There was no witnesses to the accident. He was unmarried.

Greensburg, Ind.—Calvin P. Stearne, supt. of the elvtr. of the Garden Milling Co., was struck on the head by a heavy timber, Oct. 4, and died a few hours after the accident. He was directing the unloading of a heavy oil tank, when the tank began to slip from the hold of those unloading it. In an attempt to stop it a timber was dislodged and struck him on the head, causing blood clots. He walked to his home near the elvtr. apparently unhurt but soon lost consciousness and died. He was 39 years old and is survived by his widow.

Sturgis, Ind.—P. Griffin, grain dealer, recently entered a concrete silo which had been filled the day before, and was instantly killed by the gas that had formed in the silo overnight. It was some time before the body could be moved because of the gas.

Bluffton, Ind.—We have made some very extensive improvements in our elvtr. We enlarged and remodeled the old brick structure, putting in larger legs, cleaning apparatus, and Randolph Drier. We have increased the bit capacity of the house 15,000 bus. and have built an addition to a new work house, 8 tanks with 3 interstices with a capacity of 45,000 bus. which gives us 60,000 bus. over our former capacity. We have also installed an attrition feed mill. Ed. Snyder is again local mgr. after having been gone 6 months.—Studabaker Grain & Seed Co.

INDIANAPOLIS LETTER.

After running country elvtrs. in Illinois fifty-two years, I have sold out to the Farmers Elvtr. Co. and will now devote my time here to the commission business. We will operate as B. B. Minor & Son.—B. B. Minor.

Indianapolis, Ind.—I have resigned as sec'y of the Illinois Farmers Grain Dealers Ass'n, effective Nov. 1. Have also entered into a partnership with Homer W. Bell, of Watseka, Ill., under the firm name of Steinhart-Bell Grain Co. and will open our grain commission office in the Board of Trade Nov. 1.—A. N. Steinhart, Bloomington, Ill.

IOWA

Clinton, Ia.—The Farmers Equity Society has bot a site for an elvtr.

Kensett, Ia.—The elvtr. of Thompto & Heiney is now operated by electricity.

Greenfield, Ia.—Farmers Co-operative Co. incorporated; capital stock \$50,000.

West Liberty, Ia.—We will remodel our elvtr. later in the season.—Geo. F. Schafer.

Lincoln, Ia.—The Farmers Co-operative Co. is being organized at this point to build an elvtr.

Whiting, Ia.—J. B. Barnard, of Oral, S. D., is now mgr. for the Farmers Co-operative Elvtr. Co.

Oakville, Ia.—I have succeeded Roy Owens as mgr. for the Farmers Grain Co.—W. H. Sample.

Charleston, Ia.—We are not engaged in the grain business of this station.—O. A. Talbott & Co., Keokuk.

Ellston, Ia.—O. A. Talbott & Co. are building a 20,000-bu. elvtr. and a 30,000-bu. storage warehouse.—V.

Kiron, Ia.—I will manage the elvtr. that I recently bot of the Trans-Mississippi Grain Co.—Wm. Ludberg.

Castana, Ia.—L. L. LaDue has succeeded Frank Spencer as mgr. for the Trans-Mississippi Grain Co.

Hawarden, Ia.—The McCaul-Webster Elvtr. Co. has sold its elvtr. here to S. B. Cooper, who is now in charge.

Hampton, Ia.—James Macheak is now mgr. for the Farmers Elvtr. Co., which recently bot a new house for its mgr.

Eldora, Ia.—I am out of the grain business now.—G. A. Lynck, formerly mgr. E. F. Froning at Hughes (Eldora p. o.).

Alton, Ia.—I have been out of the grain business for about 3 years but am now mgr. of the Alton Elvtr. Co.—J. C. Folger.

Postville, Ia.—Ira Hinman, formerly with the Illinois Seed Co., has resigned and is now with the Hall-Roberts Grain Elvtr. Co.

Hinton, Ia.—G. W. Van Dusen & Co. have had a Howe Automatic Truck Dump installed in their elvtr. by the T. E. Ibberson Co.

Lake View, Ia.—John Smith has bot the interest of his partner, C. P. Armstrong, and is now sole owner of the Lake View Grain Co.

Livermore, Ia.—C. O. Hoff, whose elvtr. I bot, will stay here and manage the Farmers' Elvtr. Co., succeeding D. Cramer.—Max A. Higgins.

Iowa Falls, Ia.—The office of Simons, Day & Co., of Chicago, formerly located at Ackley, has been transferred to this city. S. J. Brown is mgr.

Oakwood (Marble Rock p. o.), Ia.—J. Hassal has succeeded me as mgr. for the Farmers Grain Ass'n here and I am mgr. for the Farmers Co-operative Co. at Allison.—F. A. Hoppner.

Shipley, Ia.—C. V. Morris, for 17 years mgr. for the Central Iowa Grain Co., has resigned and has been succeeded by Roy Cline, of Sheldahl.

Mapleton, Ia.—The Farmers Lbr. & Grain Co. has made many improvements in its elvtr. A new power and bucket system is being installed.

Le Mars, Ia.—The Farmers Elvtr. Co-operative Co. is wrecking the elvtr. recently destroyed by fire and will build a fireproof house on the site.

Taintor, Ia.—H. B. McVeigh, who is just completing a re-inforced concrete elvtr. at New Sharon, will build the same kind of an elvtr. here.

Grimes, Ia.—The Armour Grain Co., of Chicago, has let contract for a 35,000-bu. concrete elvtr. at this station, to the Burrell Engineering & Construction Co.

Lake View, Ia.—The new popcorn elvtr. of the Shotwell Mfg. Co., of which Frank Simmons is mgr., is nearly completed and will be ready for use in a few weeks.

Oakland, Ia.—Our officers are Frank Zentmire, pres.; C. T. Hanley, vice-pres.; L. S. White, sec'y-treas. and J. S. Campbell, mgr.—Farmers Co-operative Co.

Council Bluffs, Ia.—A. F. Kruse, for many years ass't chief inspector of the Omaha Grain Exchange, is now supt. for the Flanley Grain Co., of Omaha, Neb., here.

Dolliver, Ia.—Gilchrist & Co., of McGregor, have bot the elvtr. of W. R. Fleming, who previously bot it of The Western Elvtr. & Grain Co. I. W. Albee is mgr.

Herndon, Ia.—I have succeeded C. W. Harkins as mgr. for the Farmers Grain & Lbr. Co. here, having resigned as mgr. for the Armour Grain Co. at Collins.—A. C. Woodring.

Anita, Ia.—Amos Chapman, an employee of the Farmers Co-operative Elvtr. Co., caught his foot in the machinery and suffered a painful injury, the foot being badly crushed.

Carson, Ia.—I have sold my elvtr. here to my competitor, Jas. Fender & Son, and am not in any business now, tho' I may go back into the grain business again some day.—J. H. Port.

Lake View, Ia.—A temporary farmers elvtr. company has been formed to take up the grain and elvtr. proposition. Temporary officers are Ed. Kowalk, pres., and C. M. Steward as sec'y.

Onawa, Ia.—Miss Genevieve Harper, daughter of Robert Bruce Harper, of Harper & Murphy, was married Oct. 11 to Wade Hampton Armstrong, who is now connected with J. E. Bennett & Co.

Farmer (Denver p. o.), Ia.—North Waterloo Farmers Elvtr. Co., incorporated; officers and incorporators J. Ulrich, pres.; J. M. Rorifs, vice-pres.; O. M. Glessner, treas.; and Russell H. Sage, sec'y.

Dallas Center, Ia.—The recently organized Farmers Co-operative Co. has bot the elvtr. of Robt. Whitaker. Magnus Milan will be mgr. Mr. Whitaker is retiring after many years in the grain service.

Washington, Ia.—The Farmers Union Exchange has bot the elvtr. and other interests of the Washington Elvtr. Co. and will take possession Nov. 1. The new company is incorporated for \$75,000.

Spirit Lake, Ia.—J. H. Delbner has bot the Spirit Lake Mill & Elvtr. formerly operated by P. A. Woodward and S. H. Claumes. The plant will be thoroly overhauled and put into good running order.

Paulina, Ia.—W. H. Cannon, of Gooding, Ida., has bot the Metcalf interests in this city, Granville and Sutherland, Ia. The firm will operate as Cannon Bros., C. C. Cannon retaining his former interests.

Winterset, Ia.—Myles Young has let contract for a 16,000-bu. elvtr. to the Younglove Constr. Co. It will stand at the side of his present house and will make a capacity of 25,000 bus. It is to be completed Dec. 1.

Alton, Ia.—The recently organized Alton Elvtr. Co. now operates the elvtr. of G. W. Harris.—L. Gleysteen has succeeded J. Sternhoyer as mgr. Farmers Co-operative Co.—J. C. Folger, mgr. Alton Elvtr. Co.

Story City, Ia.—Miss Edith Erickson of this city was married Oct. 9 to Martin Swanson of Chicago. Mr. Swanson spent several years here and at Ames as mgr. for Harper & Ward. He saw 2 years of active service for Uncle Sam, and is now with a grain firm in Chicago.

Collins, Ia.—I have resigned as agt. for the Armour Grain Co. here and am now mgr. of the elvtr. of the Farmers Grain & Lumber Co. at Herndon. C. R. Stone succeeded me with the Armour company.—A. C. Woodring.

Haverhill, Ia.—We intend to repair our elvtr. and add improvements. I was formerly mgr. at Garner, Ia., and before that with the Greeley Milling Co. at Greeley, Kans.—Geo. H. Lickteig, mgr. Farmers Co-operative Exchange.

Lone Tree, Ia.—This point is merely a station on the C. R. I. & P. opposite Burlington. Farmers in this vicinity have had so much grain to ship here this year that they have decided to build an elvtr. Frank Mellinger and W. H. Sheldon are interested.

Grand Junction, Ia.—I have bot the elvtr. of the Junction Farmers Elvtr. Co. and will operate it under the name of the Junction Grain Co., taking possession about Nov. 1.—Delbert Cramer, mgr. Farmers Elvtr. Co., Livermore.—The Farmers Elvtr. Co. was recently dissolved and its elvtr., etc., were ordered sold by the directors of the company.

Ontario, Ia.—I promoted the recently organized grain company, now operating as the Ontario Grain & Coal Co., and I bot the holdings of ground of the old Farmers Elvtr. Co., who are now out of business. Our company is strictly a stock company and not co-operative in any respect. W. T. Barr is pres. and R. L. Guise is mgr.—L. E. Munsing, ass't mgr. Ames Grain & Coal Co., Ames.

Odeholdt, Ia.—I have sold my elvtr. here to the Farmers Elvtr. Co. New auto truck dumps will probably be installed. The elvtr. recently burned here was a large private farm elvtr. belonging to W. P. Adam & Sons, who own the farm and used it for themselves.—James L. Bruce. Possession will be given Nov. 1. The price paid was \$45,000. The Farmers Elvtr. Co. has not as yet secured a mgr.

Yetter, Ia.—Last year in June, 1918, our company made a change from the old corporation to the new co-operative plan and in so doing the old company should have been dissolved but the directors overlooked it. This year they saw their mistake and took steps to have the old company dissolved. We feel that we are a stronger company now than we were. The dissolution should have been made a year ago. The Quaker Oats Co. is installing a new scale.—D. M. Basler, mgr. Farmers Co-operative Grain Co.

DES MOINES LETTER.

W. F. McLaughlin, of Shaller, is now traveling solicitor for Sargent & Co.

We have moved from the Hubbell Bldg. to the Davidson Bldg.—J. D. Yearous, ass't mgr., Taylor & Bournique.

Major Moberly, well known to the grain trade in Kansas City, Mo., and vicinity, having been traveling solicitor for the Moore-Seaver Grain Co. of that city for some time, is now associated with W. H. Bartz & Co., who recently opened offices here.

SIoux CITY LETTER.

A new member of the Board of Trade is C. C. Morris, of Lincoln, Neb. An application for membership has been made by The Farmers Terminal Elvtr. Co.

A. C. Wright, of Minneapolis, recently appointed government grain supervisor of this market, and his clerical force will arrive here soon to take possession of their offices which are in Board of Trade.

Victory in the race to be the first of the 5 terminal elvtrs. to be completed in this city, was won by the King Elvtr. Co. when its new 500,000-bu. elvtr. was completed by the Burrell Engineering & Construction Co. The other big houses will all be completed by Jan. 1.

As all of the \$3,000 memberships of the Board of Trade have been sold, it is expected that the directors will place the price at \$5,000 at their next meeting. It is also stated that a trading pit will be established in the present building as soon as the 5 big terminal elvtrs. now under construction are finished.

KANSAS

Kensington, Kan.—E. C. Wolfe has repainted his elvtr.

Axtell, Kan.—W. H. Connett, who operated a number of elvtrs. in Kansas and Minnesota, is dead.

Stockton, Kan.—C. C. Randall has succeeded Harry Clark for J. E. Rogers Grain Co.

Saxman, Kan.—J. R. Riley will succeed S. M. Lewis as mgr. of the Leonard Mill & Elvtr. Co.

Jennings, Kan.—I am now located at Norton, Kan.—G. W. Roller, formerly buyer for Jennings & Roller.

Ottawa, Kan.—H. Karr, of Drexel, has succeeded E. L. Reed as mgr. for the Farmers Co-operative Elvtr. Co.

Dodge City, Kan.—The Associated Mill & Elvtr. Co., of Kansas City, Mo., will build a 250,000-bu. elvtr. in this city.

Turon, Kan.—Our recent fire damage amounted to \$18,000, but we will repair the building at once.—The "John R." Mills Co.

Morganville, Kan.—C. H. Summers is now mgr. for the Associated Mill & Elvtr. Co., of Kansas City, Mo., at this point.

Kirwin, Kan.—C. M. Alspach Grain Co. incorporated; capital stock \$25,000; incorporators C. M. and D. D. Alspach, and G. W. Douglass, of Athol.

Abbyville, Kan.—A. R. Brown is the new mgr. of the Kansas Flour Mills Co. here. He was formerly with the Nye Schneider Fowler Co., at Fremont.

Morganville, Kan.—The Associated Mill & Elvtr. Co., of Kansas City, Mo., has bot the elvtr. of the Silver Grain Co., has bot the mill of the Federated Milling Co. here.

Moscow, Kan.—Officers of our company are J. J. Kapp, pres.; J. T. Parsons, vice-pres.; J. E. Wright, sec'y-treas. and I am mgr.—J. T. Gray, Moscow Co-operative Equity Exchange.

Menitor, Kan.—We bot the elvtr. of L. O. Baber, and are now operating it. One other elvtr. is open here, being operated by the Robinson Grain Co., of Salina.—Hinshaw & Myers.

Newton, Kan.—I wish to confirm the report that J. H. McNair and myself have bot the Midland Flour Milling Co., at Kansas City and operate as the Midland Mfg. Co.—C. B. Warrentin.

Oberlin, Kan.—I am now mgr. for Stinson & Co. at this station. The company's headquarters, however, are at Kanona. I was formerly with the Derby Grain Co. at Topeka.—Chas. E. Plach.

Girard, Kan.—The new mill that will be built by the Farmers Co-operative Union will be entirely separated from the elvtr. now operated by the Farmers Union and will have an entirely different set of directors.

Greeley, Kan.—J. H. Paradise succeeded me as mgr. for Greeley Milling Co. I understand they are full of wheat, only getting out 1 car last week.—Geo. H. Lickteig, mgr. Farmers Co-operative Exchange, Haverhill, Ia.

Healy, Kan.—The only elvtr. in operation here is that of the Healy Co-operative Elvtr. Co. Both the Stevens Scott Elvtr. Co. and the Larabee Flour Mills Corporation have elvtrs. here but did not open them on account of scarcity of grain.—X.

Kingman, Kan.—The Bowersock Milling & Power Co. has no elvtr. here as has been reported. The Independent Milling Co. has a small elvtr. in connection with their plant, and we have the only other elvtr. here.—Kingman Mills.

Topeka, Kan.—In reference to our fire, Sept. 20, we found that a 40-h. p. motor had burned out completely. Probable cause short circuit in motor. There was no other damage as there was nothing combustible in the elvtr. and as the house is thoroly ventilated and kept clean we had no dust explosion.—Jas. F. Jones, Pres. Golden Belt Grain & Elvtr. Co.

Hope, Kan.—The Farmers Co-operative Elvtr. & Supply Co. has let contract for a 22,000-bu. frame and steel elvtr., to F. H. Roberts. The equipment will include cleaner, automatic scale. Will install electric motors and electric lights. A warehouse 24x76 ft. with full basement will connect with the elvtr. Later on we expect to install a 10 ton Howe Auto Truck scale.—H. E. Koepke.

Atchison, Kan.—The Atchison Mills Corporation has been formed with a capital stock of \$400,000 to build a 1,000-bbl. mill and blending plant here. The new company will take over the elvtr. of the S. R. Washer Grain Co. but will continue to operate it under the old name. Officers are A. L. Jacobson, pres.; S. R. Washer, vice-pres. and W. S. Washer, sec'y-treas.

MARYLAND

Reisterstown, Md.—Garman Supply Co. incorporated to handle grain, feed, etc.; capital stock \$50,000; incorporators H. W. Schultheis, M. Y. Bullock, and Robt. C. McKee.

Baltimore, Md.—Davis & Gilchrist incorporated; capital stock \$20,000; incorporators J. B. Hall, Jr., Jas. Piper and J. F. Carey. They will deal in grain, feed and flour and will do a forwarding business.

MICHIGAN

Fowler, Mich.—The Co-operative Elvtr. Co. has bot the elvtr. and all interests of Sturgis & Sons at this station for \$70,000. The company intended to build but will not do so for the present.

Jackson, Mich.—The Heywood Milling Co. has succeeded the Eldred Mill Co. and now operates a 500-bbl. mill and 75,000-bu. elvtr. Officers are S. H. Heywood, pres.; H. B. Heywood, vice-pres., and E. G. Gaines, sec'y.

Harbor Beach, Mich.—The report that we suffered a total loss when our elvtr. recently burned is untrue. We only had a small loss. Only the cupola was destroyed as the tile elvtr. did not burn.—The Huron Milling Co.

Detroit, Mich.—James W. Flynn, a grain commission man at this market for 54 years, died Oct. 15. He was a member of the Board of Trade for many years and served as pres. a number of terms. He is survived by a widow and 3 daughters.

Grand Rapids, Mich.—The total amount of insurance carried by the Valley City Milling Co. on the Model Mill of the company, elvtr. office, warehouse and stock was \$377,000. The entire plant was destroyed by fire Sept. 20, with a loss of about \$150,000.

MINNESOTA

Guckeen, Minn.—The Farmers Elvtr. Co. will build an elvtr. this fall.

Fairmont, Minn.—A farmers elvtr. company is being organized here.

Lyle, Minn.—The Speltz Grain & Coal Co. has installed a new cleaner.

Dorset, Minn.—Walter Dyce is sec'y and mgr. of the Farmers Elvtr. Co.

Brownsdale, Minn.—The Hunting Elvtr. Co. has installed an automatic scale.

Vernon Center, Minn.—The C. S. Christensen Co. will install an automatic scale.

Amboy, Minn.—The elvtr. of the Amboy Grain Co. is closed for the season.

Herman, Minn.—The Farmers Elvtr. Co. has equipped its elvtr. with a new cleaner.

Watkins, Minn.—The 25,000-bu. elvtr. of the Farmers Elvtr. Co. is nearly completed.

Hastings, Minn.—The Farmers Elvtr. Co. is making repairs and improving its elvtr.

Chatfield, Minn.—Lynch & Delaney have installed a Cleland Cleaner in their elvtr.

Essig, Minn.—The Farmers Equity Society has bot the elvtr. of Bingham Bros. here.

Glenville, Minn.—The Speltz Grain & Coal Co. will install motor power in its elvtr.

Winona, Minn.—The Winona Malt & Grain Co. has succeeded the Winona Malting Co.

Lyle, Minn.—The Hunting Elvtr. Co. has repaired and completely overhauled its elvtr.

Glenville, Minn.—The Farmers Elvtr. Co. will probably install motors in its elvtr. soon.

Eyota, Minn.—The Eyota Co-operative Co. is installing a new leg and remodeling its elvtr.

Lanesboro, Minn.—Farmers are interested in co-operative plans and may form a company here.

Rollingstone, Minn.—Schmitt & Speltz have succeeded The Myers Grain & Coal Co.—Gus Vock.

New Ulm, Minn.—E. W. Bingham, of Bingham & Co., operator of a line of country elvtrs., died Oct. 1.

La Salle, Minn.—The recently incorporated Farmers Grain Co. has bot the elvtr. of the Eagle Roller Mills here.

Ormsby, Minn.—We have built a 16x20 ft. addition to our elvtr. for storage of flour and feed.—H. N. Lunde, mgr. Farmers Co-operative Grain Co.

Waterville, Minn.—The Farmers Equity Exchange has let contract to D. E. Hoag Co. for an elvtr. and warehouse.

Triumph, Minn.—The Farmers Elvtr. Co. has made many improvements in its elvtr. and has built a 20x25 ft. tile warehouse.

Woodstock, Minn.—Farmers Elvtr. Co. incorporated; capital stock \$25,000; incorporators J. C. M. Jahncke and Henry Kellen.

Searles, Minn.—The American Society of Equity has bot the elvtr. of the Eagle Roller Mill Co. of New Ulm at this station.

Canby, Minn.—The Canby Roller Milling Co. has let contract to T. E. Ibberson Co. for the installation of a Howe Automatic Truck Dump.

Dundas, Minn.—Norgard & Scott have bot the elvtr. of Campbell & O'Brien at this station instead of at Northfield as has been the current report.

Hanska, Minn.—Everybody is working hard around here in an effort to organize a farmers elvtr. company.—E. Helling, agt. Great Western Grain Co.

Hallock, Minn.—The H. B. Borneman Elvtr. Co. is installing a Howe Automatic Truck scale. T. E. Ibberson Co. has the contract for the installation.

Grand Meadow, Minn.—The Farmers Grain Co. has made extensive improvements, including new belts and legs, in both of the elvtrs. it operates here.

Altura, Minn.—The Altura Elvtr. Co. has let contract for a complete feed mill equipment to Sprout Waldron & Co. Henry Speltz is mgr. of the elvtr. company.

Duluth, Minn.—New members of the Board of Trade are Geo. B. Hathaway and James T. Hickman. Transfer was granted J. B. Harblinson to E. H. Harblinson.

Tyler, Minn.—W. E. Idler, for many years grain sampler at Chicago with H. T. Gubbons, E. S. Jones and Seth Catlin, is now local mgr. for the Lincoln Grain Co.

Flaming, Minn.—A new engine, cleaner and automatic scale have been installed in the elvtr. of the Equity Elvtr. Co. and the entire plant is being completely overhauled.

Owatonna, Minn.—I am now mgr. for the Farmers Elvtr. & Merc. Co.—Norman Johnson, formerly mgr. for the Farmers Co-operative Co., Org (Worthington p. o.), Minn.

Melvin, Minn.—No elvtrs. are to be built here or repairs to be made, as far as I know.—B. Moelin, agt. Monarch Elvtr. Co.—There have been many rumors contrary to the above.

Madelia, Minn.—C. S. Christenson Co. has overhauled its plant and added to its capacity. Work was suspended while the repairs were being made but it is now in operation again.

Org (Worthington p. o.), Minn.—F. W. Wellington, of Worthington, has succeeded me as mgr. of the Farmers Co-operative Co.—Norman Johnson, now mgr. of the Farmers Elvtr. & Merc. Co. at Owatonna.

Glenwood, Minn.—We bot the elvtrs. of the Osborne McMillan Elvtr. Co. and the Atlantic Elvtr. Co. at this station, wrecking the first named house and are now operating the other one.—O. A. Johnson, Glenwood Grain & Fuel Co.

Lakefield, Minn.—I am sole owner and am personally operating the elvtr. formerly operated and owned by the St. John Grain Co. I have retained C. E. Boddy, former agt. for the other company, as buyer, and I operate as "E. P. Ellison."—E. P. Ellison.

Duluth, Minn.—The new 1,250,000-bu. Elvtr. I of the Consolidated Elvtr. Co. will be completed by Nov. 1. It is adjacent to the 7 other elvtrs. of the company and now brings the total capacity to 11,250,000 bus. Elvtr. I is to be used for a storage house only. It is of re-inforced concrete and will cost about \$187,000. Barnett-McQueen Co. had the contract.

MINNEAPOLIS LETTER.

A traveling representative license has been granted to Frank Bergevin for the Johnson-Olson Grain Co.

The Crescent Milling & Elvtr. Co. has moved its offices from the Corn Exchange to the Chamber of Commerce.

The Union Terminal Elvtr. was declared "regular" Oct. 7 at a meeting of the directors of the Chamber of Commerce.

Frank Bergevin has deserted the ranks of elvtr. mgrs. and is now on the road for the Johnson-Olson Grain Co. of this city.

W. S. McLaughlin, formerly of the McLaughlin Grain Co., but later mgr. and treas. of the Farmers Elvtrs. Commission Co. has resigned, and "waived all rights to purchase or own stock in the company." He will again engage in the commission business under his old firm name.

The following memberships in the Chamber of Commerce have been transferred: J. R. McMillan to M. R. Walsh, H. A. Jeub to M. J. Kammerer; H. D. McLaughlin to W. S. McLaughlin; E. F. Krumdieck to Kurtis R. Freedbert; W. S. McLaughlin to Wesley A. Griffin; J. M. Jenks to David A. Deline, and W. B. Parsons to W. G. Hopwood.

MISSOURI

St. Joseph, Mo.—The elvtr. of the Schreiber Milling Co. is being enlarged.

St. Joseph, Mo.—St. Joseph Public Elvtr. Co. incorporated; capital stock \$200,000.

Springfield, Mo.—F. Prip, a retired grain dealer, died Sept. 29, at the age of 76.

Lamar, Mo.—Thos. Eggar is building a new elvtr. here.—Sterling Stewart, Iantha, Mo.

Athol (Rich Hill p. o.), Mo.—The Athol Elvtr. Co. has been organized with a capital stock of \$50,000.

Springfield, Mo.—We expect to have our new elvtr. addition completed by Nov. 15.—Eisenmayer Milling Co.

Mexico, Mo.—The Missouri Grain Dealers Ass'n gained 25% in membership since last February.—M. U. Norton, sec'y.

Centralia, Mo.—The Farmers & Producers Grain Co., with a capital stock of \$20,000, has been organized in this vicinity.

Jamesport, Mo.—A farmers elvtr. company is being organized here and about 75% of the stock has already been subscribed.

El Dorado, Mo.—The New Milling & Grain Co. will put its new plant into operation in a few weeks as it is rapidly nearing completion.

St. Joseph, Mo.—C. P. Woolverton is vice-pres. and gen. mgr. of the Green Belt Mills Co. The machinery has been installed and the plant will soon be in operation.

Elsberry, Mo.—We haven't fully decided about changing our belt system yet but will install a larger boiler which we have already purchased.—Hannibal Mill & Elvtr. Co.

Foster, Mo.—The Farmers Elvtr. Ass'n, of Butler, that recently took over the elvtr. of Barr & Waller, has elected the following officers: R. R. Bennett, pres.; H. J. Scribner, sec'y, and Frank Hennon, mgr.

Sweet Springs, Mo.—A verdict of \$40,000 damages asked by the Farmers Grain & Elvtr. Co. for the loss of its elvtr. by fire alleged to have been due to sparks from a Mo. Pac. engine, was found for the plaintiffs.

Pleasant Green, Mo.—The Pleasant Green Farmers Elvtr. Co. bot the elvtr. of Edmonston & Mayfield and operates both houses here. I am now shipping grain from Otterville, tho I have no elvtr.—A. C. Mayfield, Pleasant Green.

Iantha, Mo.—I have the only elvtr. here now. It was the elvtr. of the Murray Grain & Elvtr. Co. and was sold by them to the Pottes Lumber, Grain & Hardware Co. who operated it as the Farmers Grain & Impl. Co. I succeeded them last summer.—Sterling Stewart.

KANSAS CITY LETTER.

Major Moberly, for the past 3 years with the Moore-Seaver Grain Co., resigned Oct. 1 and is now traveling solicitor for the recently organized firm of W. H. Bartz & Co. at Des Moines, Ia.

The Grain Corporation, which has been using the available cars to move its own wheat, has consented to the use of part of the cars by grain shippers at Kansas City in order that the latter may deliver wheat to millers on contracts.

The recently organized Associated Mill & Elvtr. Co. is now settled in its offices in the New York Life Bldg. in this city. Its officers are H. C. Nunn, former chief grain inspector for the state and later supt. for the Kansas-Missouri Elvtr. of the Hall Baker Co., is pres.; E. R. McDonald, vice-pres.; and Paul Noble, sec'y-treas. The O. J. Lehrack Constr. & Eng. Co. has been engaged to look after all building operations and repairs. The company now owns 2 elvtrs. and a mill at Morganville; and an elvtr. at Wilsey. A new 2,000-bbl. mill will be completed in this city early next year and a 35,000-bu. elvtr. is now almost finished.

ST. LOUIS LETTER.

Sam Mincer, of Chicago, has opened an office in the Merchants Exchange with W. F. Keith in charge.

Enil Summa is in charge of the city flour and grain sales of the Dreyer Commission Co. He is well known to the trade.

The new 2,000-bbl. mill of the Geo. P. Plant Milling Co., one of the oldest companies in this vicinity, is nearing completion.

Applications for membership in the Merchants Exchange have been made by Roger A. Leonhardt, John E. Hummel, Elsom Heater, and Paul C. Guignon.

The price of memberships in the Merchants Exchange has advanced considerably since the recent change in the rules covering sales of membership. A membership was recently sold for \$1,850.

New rules for determining the contract grade of oats will be voted upon by members of the Merchants Exchange at an early meeting. The proposed rule eliminates the standard grade of oats and puts a penalty of 1½¢ per bu on the No. 3 white, when delivered on contract.

Members of the Merchants Exchange voted Oct. 20 to make the following amendment to Rule 8: On and after Oct. 21, 1919, regular contracts for oats for future delivery shall be for "contract" oats, and on such contracts tender of any or all of the following grades shall be sufficient: No. 1 white oats, No. 2 white oats, No. 3 white oats. Provided, however, that on all No. 3 white oats so tendered one and one-half cent (1½¢) per bushel shall be deducted from the contract price." This change was made necessary by the elimination of "standard oats."

The Stokes-Barkley Grain Co. has opened offices in the Pierce Bldg. and is doing a general grain commission business. The city will be the home office of the new firm, but a branch will be maintained at Decatur, Ill. A. H. Stokes was formerly connected with the Lusk Stokes Commission Co., which went out of business Oct. 1, and was for 10 years a traveling grain solicitor. Our company, F. H. Barkley & Co., of Decatur, has been taken over by the new company and will in future operate under the new name. I am well known to the grain men of Illinois and will for the present remain in Decatur looking after the business here while Mr. Stokes is in charge at St. Louis.—F. H. Barkley, of the former F. H. Barkley & Co.

MONTANA

Hobson, Mont.—The Judith Milling Co. incorporated; capital stock \$50,000.

Saco, Mont.—The elvtr. of the St. Anthony & Dakota Elvtr. Co. at this station is closed for the season.

Harlem, Mont.—The Big Flat Elvtr. Co. incorporated; capital stock \$15,000; incorporators E. P. Ekgren, pres.; W. H. Reed, vice-pres. and M. L. Johnson, sec'y-treas. It is believed that the new company will take over the warehouses of the Johnson, Reed & Ekgren Co.

NEBRASKA

Whitney, Neb.—The Nye Schneider Fowler Co. is repairing the elvtr. here.

Coatesfield, Neb.—C. B. Leth is now mgr. for the Farmers Grain & Supply Co.

Overton, Neb.—W. H. Starr has succeeded J. J. Pullen as mgr. of Farmers Elvtr. Co.

Osmond, Neb.—L. Husby has succeeded J. Dennis as mgr. for the Farmers Elvtr. Co.

Sholes, Neb.—Mr. Peck is now in possession of the elvtr. of the Wm. Slaughter Grain Co.

Culbertson, Neb.—I have accepted an offer here and will be mgr. of an elvtr.—W. V. Overby.

Cordova, Neb.—The Octavia Lumber & Grain Co. has succeeded the Updike Grain Co., having bot its elvtr.

Osmond, Neb.—Oscar Trotter, formerly agt. for the Atlantic Elvtr. Co., has bot and is operating the elvtr.

Superior, Neb.—The Superior Terminal Elvtr. Co. has let contract to Ballinger & McAllister for its new elvtr.

Dixon, Neb.—Frank Hopkins will take charge of the elvtr. that he recently bot of the Atlas Elvtr. Co., Nov. 1.

Dunbar, Neb.—I am now located at Lincoln, Neb.—W. G. Hall, formerly sec'y-mgr. for the Dunbar Grain Co.

Kearney, Neb.—Our elvtr. was struck by lightning recently but the damage was very slight.—J. P. Gibbons Grain Co.

Howe, Neb.—Frank McCoy has succeeded R. E. McTaggart as mgr. for the Farmers Union Elvtr. Co., Mr. McTaggart resigning.

Stuart, Neb.—We are making plans for a medium capacity concrete elvtr. to be constructed in the spring.—Wm. Krotter Co.

Wellsfleet, Neb.—The Farmers Equity Exchange will build a 10,000-bu. elvtr. equipped with manlift cleaners, automatic scales, etc.

Brainard, Neb.—Work has been started on the new elvtr. of the Dawson Grain Co. The R. M. Van Ness Construction Co. has the contract.

Motala (Minden p. o.), Neb.—Frank Saum, mgr. for the Farmers Grain & Supply Co. from 1915 to 1917, has succeeded Will Krause as mgr. for the company again.

Grand Island, Neb.—We are glad to affirm the report that our elvtr. is to be taken over by the Nebraska Consolidated Mills Co., of Omaha.—Henry Glade Milling Co.

Grand Island, Neb.—The elvtr. of the Farmers Elvtr. Co. will soon be completed. The company started to build the house but later gave up the idea and let the contract.

Gibbon, Neb.—Our old mill has been in constant operation since 1873 and will be operated till our new mill and elvtr. are completed.—J. N. Ashburn, mgr. Gibbon Roller Mills.

Talmage, Neb.—The new elvtr. of the Farmers Union Co-operative Ass'n will be built where the old one now stands. Our new house will be modern thruout.—A. L. Brannan, mgr.

Greenwood, Neb.—The Farmers Co-operative Ass'n has bot the elvtr. of the Railsback Grain Co. according to all reports, paying \$8,500 for the property. It is also reported that W. E. Hand will be mgr.

Hebron, Neb.—Frank Baand, of Strang, has succeeded Ralph E. Butler as mgr. for the Hebron Elvtr. & Shipping Co., Mr. Butler having bot the elvtr. of A. M. Strawhacker at Powel, which he will operate.

Lodge Pole, Neb.—We will build a new 25,000-bu. elvtr. in the spring and equip it with up-to-date machinery.—W. D. Russell, gen. mgr., Lodge Pole & Grain Co.—Mr. Russell was formerly mgr. for the Farmers Elvtr. Co. at Wilber, Neb.

Kearney, Neb.—The Gibbons Grain & Elvtr. Co. has let contract to the Burrell Engineering & Constr. Co. for a \$100,000 re-inforced concrete mill, 5 stories high, to be built next the elvtr. The building will be equipped thruout with machinery of the Allis-Chalmers make.

Gresham, Neb.—I have recently bot the elvtr. of the Updike Grain Co. here.—R. L. Thompson, mgr. for the Updike company before entering U. S. Service.

West Point, Neb.—The new 50,000-bu elvtr. of the Farmers Elvtr. Co. has been completed and was formally dedicated Oct. 7. The house is of a cement concrete tank construction, and cost approximately \$50,000.

Creston, Neb.—The Farmers Grain & Stock Co. incorporated; capital stock, \$50,000; incorporators John S. Becher, Henrich Meyer, and E. E. Luedtke. One of the above company's two elvtrs. burned last July.

Friend, Neb.—Damage to the amount of \$200 was done to the machinery and stock of the Acme mill and elvtr. during a heavy storm, Oct. 11, the west half of the roof being blown off. The Peter Stepanek estate is proprietor.

Sidney, Neb.—The contract has been let for the new 100-bbl mill and 15,000-bu. elvtr. to be erected by Jost Nau and J. L. Zwieble, who are interested in the new company. It is expected that the plant will be ready for Jan. 1.

Moorfield, Neb.—The Middle Elvtr. known as that of the Foster Grain Co. or Wilsey Elvtr. Co.'s Elvtr. is being torn down for the lumber that is in it as the building is entirely played out.—J. M. Souder, mgr. of the Van Wickle Grain & Lumber Co., who has been in the hospital for some time, has recovered and is on the job again.—I was for 9 years mgr. for the Shannon Grain Co. but am now out of the grain business, being engaged in the mercantile business. I am also postmaster here.—Jas. Pearson.

North Platte, Neb.—On Aug. 1st the business of Leyboldt & Pennington was reorganized and incorporated under the name of The Leyboldt & Pennington Co., with D. M. Leyboldt, pres, myself as vice pres, W. E. Starr, sec'y-treas, and M. L. Overstreet, ass't sec'y-treas; with an authorized capital of \$200,000, with \$115,000 paid up. We are now conducting the business at North Platte, with branches at Maxwell, Hershey, Ogallala, Atkinson, Neb., and Laramie, Wyo. We are still doing a general wholesale business in hay, grain, feed, and seeds, with a retail business at North Platte.—The Leyboldt & Pennington Co., H. L. Pennington, vice-pres.

OMAHA LETTER.

The Oswald Grain Co. has been dissolved.

A. F. Kruse, for many years ass't chief grain inspector of the Grain Exchange, is now supt for the Flanley Grain Co. of Omaha at Council Bluffs, Ia.

C. R. Hill, who has been in the office of the Flanley Grain Co., will succeed Rex Houlton who goes to Denver as ass't mgr. of the Flanley office there, as traveling representative for the company in Nebraska.

As reported we have sold our plant, but nothing else, to the Nebraska Consolidated Mills Co. We are to retain the use of the building until our new plant is completed. We are not selling our organization, our established trade, mill-brands or our good will.—C. Abbott, Jr., vice-pres. Omaha Flour Mills Co.

Officers of the newly organized Nebraska Consolidated Mills Co. are: A. R. Kinney, of Ravenna, pres. and also gen. mgr. of the main offices which will be in this city; F. A. Glade, Grand Island, sec'y-treas.; Robert S. Dickinson, of Ravenna, will be vice-pres. and resident mgr. at Ravenna; E. H. Blackburn, of St. Edwards, will be vice-pres. and resident mgr. at St. Edwards; while T. W. Glade, of Grand Island, will direct all the operations of the mills and elvtrs.

TEXAS

Produced Nearly Three-fourths of the 1919 Crop of

Milo Maize

Kafir Corn—Feterita—Sorghum Grains

We are Headquarters for these Crops and for

Texas Red Rust Proof Oats

Wire or write your Season's Needs

The Fort Worth Elevators Company Fort Worth Texas

The capital stock of the recently organized Nebraska Consolidated Mill Co. is \$2,500,000.

The National Co-operative Co. has been organized by representatives of 82 farmers co-operative elvtr. ass'n. The capital stock will be \$2,000,000 and the headquarters of the company will be in this city. Officers of the company will be G. F. Gustafson, head of the Farmers Union of Nebraska, pres.; C. J. Osborn, of Sidney, vice-pres.; and E. L. Shoemaker, of Union, sec'y and treas.

NEW ENGLAND

Freeport, Me.—The elvtr. of the Farmers Elvtr. Union Co. was damaged by fire recently to the extent of \$35,000.

NEW YORK

Seneca Castle, N. Y.—We are the owners of the new elvtr.—Pennington Black Co.

Albany, N. Y.—Barber & Bennett will build a 5 story concrete warehouse addition to its plant, to be used for grain storage. It will cost about \$160,000.

Auburn, N. Y.—I have accepted the management of the Elbridge Grain & Produce Corp., Skaneateles Junction (Hart Lot), N. Y., and will leave my present position with the Merchants Grain Co. here, soon.—E. P. Cady, mgr.

Buffalo, N. Y.—The Eastern Grain, Mill & Elvtr. Corporation has leased the Evans Elvtr. and will operate it with Edwin T. Douglass in connection with the Concrete and Central Elvtrs. owned by them. The house has the capacity of 400,000 bus. and is one of the small wooden elvtrs. It was operated by Geo. M. Pierce until his recent financial difficulties made it necessary to give it up.

NEW YORK LETTER.

H. E. Beardsworth has applied for full membership in the Produce Exchange, as he will represent the Armour Grain Co. at this market. He has resigned his associate membership as he is no longer associated with Hans Simon, grain exporter.

Ed A. Weed, for 14 years representative for the Nye-Jenks Grain Co., at this market, has become floor representative of the Grain Growers Export Co., of Winnipeg and this city. He has fully recovered from the results of an automobile collision in which he was seriously hurt last spring.

NORTH DAKOTA

Napoleon, N. D.—John Heisler has sold his elvtr.

Hettinger, N. D.—John Kain has succeeded L. E. Poys as mgr. for the Equity Exchange.

Blaisdell, N. D.—I am now mgr. of the Farmer Co-operative Elvtr. Co.—A. M. Enney.

Rowman, N. D.—We will install a feed mill.—C. J. Phelan, vice-pres. Western Lumber & Grain Co.

Crystal Springs, N. D.—I have quit the grain business.—W. C. Sweeney, formerly agt. for Powers Elvtr. Co.

Benedict, N. D.—I am not in the grain business any more.—J. W. Sherry, formerly agt. Northeast Elvtr. Co.

McVie, N. D.—H. E. Zeeveld will operate the elvtr. of Kneifel & Zeeveld Elvtr. Co. as the Zeeveld Grain Co.

Des Lac, N. D.—I have succeeded A. M. Enny as mgr. for the Farmers Co-operative Elvtr. Co.—A. C. Christensen.

Zell, N. D.—The Farmers Elvtr. Co. has installed a Fairbanks Automatic Truck Dump. T. E. Ibberson Co. had the contract.

Kenmare, N. D.—We have installed electric power in place of gas and put in a manlift.—Occident Elvtr. Co., Edw. Loader, mgr.

Fredonia, N. D.—The Farmers Co-operative Milling Co., or Ashley, is negotiating with Wm. Prutz in regard to buying his elvtrs. here.

Litchville, N. D.—The Duncan Elvtr. Co. has remodeled its elvtr., installing feed mill, scales and engine. T. E. Ibberson Co. did the work.

Divide (Sheyenne p. o.), N. D.—The Equity Elvtr. Co-operative Exchange has bot the elvtr. of the Occident Elvtr. Co.—S. A. Akre, mgr.

Petersburg, N. D.—I am out of the grain business, the International Elvtr. Co. bot the elvtr. of B. C. Crangle for whom I was formerly agt.—Harry E. Clark.

Alexander, N. D.—The International Elvtr. Co. has taken over the elvtrs. of the Gunderson-Olson Grain Co. here and at Rawson (Alexander p. o.)—O. K. Walker, agt.

St. Joseph, N. D.—Work has been started by the T. E. Ibberson Co. on the 35,000-bu., 20-bin elvtr. of the Farmers Elvtr. Co. The equipment will include a leg and 2 Globe Cleaners.

Rowden, N. D.—F. D. Johnson has succeeded H. E. Showers as mgr. for the Equity Co-operative Co. He was formerly mgr. for the Andrews Grain Co. here. Our house is equipped with electric lights. Richardson 7-bu. automatic scale, Fairbanks Morse 20 h. p. engine and other up-to-date machinery.—Equity Co-operative Co.

OHIO

Mansfield, O.—I have removed from Mechanicsburg, O. to this city.—H. M. Brown.

Kansas, O.—Earl Mitchell, of Mitchell & Powell, and Mrs. Ida Harrison were married Oct. 13.

Montpelier, O.—I have let contract for my new elvtr. and work has been started.—W. E. Riley.

Ottawa, O.—Raabe Bros., of Fort Jennings, have bot a site for an elvtr. here and will build at once.

Toledo, O.—New members of the Produce Exchange are A. J. Burkhardt, F. R. Cornell and E. B. Studevant.

McConnellsville (Malta p. o.), O.—W. H. Staker has bot the old "Koorst" Mill & Elvtr. from the Elk Eye Milling Co.

Carey, O.—We will build an elvtr. store room, and office, as soon as possible.—A. Ringlien, Carey Farmers Co-operative Co.

Columbus, O.—The fall meeting of the Ohio State Millers Ass'n will be held Nov. 18 and 19. The place of meeting will be decided later.

Weston, O.—Chas. Patterson has resigned as mgr. for the Rural Grain Co. and will move to a farm in Byron, Mich.

Sidney, O.—W. O. Anderson, formerly auditor of the Peoples Savings & Loan Co., has accepted the position of auditor for the Farmers Grain & Milling Co.

Swanders, O.—The Farmers Exchange has bot the elvtr. of the Swanders Grain Co. and will probably take possession Nov. 1.—E. T. Custerbender & Co., Sidney.

Defiance, O.—The old wooden mill of the Farmers Co-operative Co. will be torn down and 6 concrete tanks with a capacity of 40,000 bus. will be erected on the site. Contract has been let.

Toledo, O.—E. W. Wagner & Co. have a floor mgr. on the Produce Exchange. A. Burkhardt, of Chicago, succeeding T. C. Burdett, who is now mgr. for Pynchon & Co.

Savona, O.—H. W. Bowen, formerly joint partner of Geo. T. Bowen & Son, has sold his interest in the company and is now mgr. for the Union City Elvtr. Co., Union City, Ind.

Cincinnati, O.—Com'ites representing Chamber of Commerce and the Grain & Exchange met Oct. 17 to consider the return of the Grain & Hay Exchange to the Chamber of Commerce.

Columbus, O.—The fall meeting of the Grain Dealers Ass'n will be held at the Southern Hotel, Oct. 31. Every Ohio dealer is expected to arrive early and stay late.—S. J. W. McCord.

Johnstown, O.—We have just completed a new warehouse for flour and seeds as an addition to our elvtr. which we recently bot from Babcock Bros.—M. D. Schrader, mgr. Farmers Co-operative Co.

Thurston, O.—We have formed a new company called the Thurston Elvtr. Co. E. L. Tipton and J. J. Kajay, of Pleasantville, F. D. Phillips, of Carroll, and H. I. Turner, of Thurston, who is mgr., are the proprietors.—E. L. Tipton, Pleasantville Mill Co., Pleasantville, O.

Cleveland, O.—J. P. O'Donnell was with us as acting supt. for a few months only, owing to the loss of our Gen. Supt. Thos. H. Berry, who died of the influenza. Wm. Saunders is now Gen. Supt. of the plant, succeeding Thos. Berry.—Ernest G. Hart, Lake Shore Elvtr. Co.

Findlay, O.—The Hancock County Co-operative Elvtr. & Supply Co. recently bot an elvtr. at Moffitt Station and will move it here as soon as new concrete foundation is ready. The elvtr. is 42 ft. square and holds 30,000 bu. of grain. A new warehouse will also be erected by the company. The elvtr. which is being used at present by the company will continue in operation until the new one is in position and ready for use, after which it will be torn down and part of the material used in the construction of the new warehouse.

OKLAHOMA

Texhoma, Okla.—G. D. Smith has succeeded A. F. Kruell as mgr. for the Texhoma Equity Exchange.

Enid, Okla.—The erection of the 1,500,000-bu. elvtr. of the Enid Milling Co. has been indefinitely postponed.

Hollis, Okla.—Harmon County Co-operative Co. incorporated; capital stock \$20,000; incorporators, C. C. Boyd, M. P. Scott and C. Q. Nelson.

McAlester, Okla.—We are installing a few smaller machines in our flour and corn plans and are building a new warehouse.—C. F. Hardeman, Hardeman & King.

Guymon, Okla.—The food administration license of J. T. Allen & Co. has been revoked until further notice for failure to furnish the necessary reports to the grain corporation, failure to make application for a wheat directors license and to reply to letters and telegrams.

Gracemont, Okla.—The Farmers Elvtr. Co. has bot the elvtr. here of W. B. Johnston, of Enid. It paid only \$800 for the elvtr. and \$3,000 for the site, which goes to show new sites are advancing more rapidly in price than elvtrs. The location was worth the money. As to the elvtr. it could hold its own on the battle field of France. We have repaired our elvtr. and it is in good shape for the corn crop.—C. A. Downing, agt. Chickasha Milling Co.

Wheat

CONSIGN

TO

McConnell Grain Corporation

BUFFALO, N. Y.

We Get Results

Oats

You Get the Money

Miami, Okla.—Some one recently broke into the office of the Miami Flour & Feed Co. and wantonly destroyed several hundred dollars' worth of material, the greatest damage being in the mutilation of records and accounts.

OREGON

Springfield, Ore.—The Springfield Mill & Grain Co. incorporated; capital stock \$30,000.

Pendleton, Ore.—The Spokane Flouring Mills have leased the 100,000-bu. elvtr. of the Pendleton Elvtr. Co. for the period of one year.

PENNSYLVANIA

Hanover, Pa.—The Oxford Feed Mill Co. is building a 35,000-bu. elvtr.

Washington, Pa.—The Washington Milling Co. will build two 8,000-bu. tanks for storage.

PHILADELPHIA LETTER.

The Oxford Grain & Hay Co., Oxford, Pa., has applied for membership in the Commercial Exchange.

Geo. A. Magee and D. V. Heck recently formed a partnership and operate under the name of Geo. A. Magee & Co. The firm holds memberships in the Pittsburgh Grain & Hay Exchange, the Commercial Exchange of this city and the National Hay Ass'n.

Harry M. Edenborn, Jr., and his father, Harry M. Edenborn, Sr., were given a royal welcome by the many friends of father and son on the Commercial Exchange upon the younger man's return from "over there." He enlisted as a private but after 13 months' service returns a sergeant-major.

SOUTH DAKOTA

Chancellor, S. D.—The recently organized Farmers Elvtr. Co. has bot one of the elvtrs. here.

Highmore, S. D.—A. Burgeson, formerly prop. of the Burgeson Grain Co. has bot the elvtr. of M. Markley.

Clark, S. D.—The elvtr. of B. D. Bascomb is being repaired and a dump for both wagons and automobiles is being installed.

Yankton, S. D.—The Farmers Union Co-operative Co. has overhauled its elvtr. and installed an auto truck dump.

Ree Heights, S. D.—The Ree Heights Elvtr. Co. let contract to the T. E. Ibberson Co. for the installation of a Fairbanks Automatic Scale.

Willow Lake, S. D.—The Traders Grain Co. is installing a new cleaner in its elvtr.—M. C. Adams, agt. Cargill Elvtr. Co.

Turton, S. D.—The Eagle Roller Mills Co. has installed a Fairbanks Automatic Truck Scale. The T. E. Ibberson Co. had the contract.

Colton, S. D.—The new 20,000-bu. 6-bin elvtr. of the Farmers Elvtr. Co. has been completed by T. E. Ibberson Co., who had the contract.

Groton, S. D.—The "Belden" Elvtr., owned and operated by Ole Belden for some time, has been closed until the present season.—Groton Milling Co.

Red Elm, S. D.—The Bagley Elvtr. Co. has completed its elvtr. at this station and is now at work on the house at Dupree. G. R. Loferty is agt.

Redfield, S. D.—We have succeeded Geo. C. Christian & Co. and are now operating mills and elvtrs. at Ashton and Redfield.—Redfield Co-operative Mills.

Ipswich, S. D.—L. E. Poys, formerly mgr. for the Equity Exchange and W. H. Smith, both of Hettinger, have bot an elvtr. and flour mill at this station.

Harrisburg, S. D.—We contemplate the installation of a truck dump and an automatic scale in cupola some time next year.—Farmers Elvtr. & Supply Co.

Clear Lake, S. D.—Officers of the Farmers Elvtr. Co. are C. G. St. John, pres.; J. A. Thomson, vice-pres.; J. E. Walseth, treas.; E. E. Walseth, sec'y, and Robt. Barne, mgr.

Faulkton, S. D.—Work has just been started on the new 25,000-bu., 12-bin elvtr. of the Farmers Elvtr. Co. by the T. E. Ibberson Co., which has the contract. A Howe dump scale and 1 leg will be part of the equipment.

Frankfort, S. D.—The 40,000-bu. elvtr. of the Farmers Elvtr. Co. containing 2 legs, 18 bins, auto truck scale and 25-h.p. engine has been completed by the T. E. Ibberson Co., who had the contract.

Ipswich, S. D.—The Farmers Elvtr. Co. has just completed its 30,000-bu., 16-bin elvtr. and has installed 2 legs and a Fairbanks Auto Dump Scale. T. E. Ibberson Co. had the contract.

Sheffield, S. D.—The new 30,000-bu. cribbed elvtr. of G. W. VanDusen & Co. has just been completed by the T. E. Ibberson Co. The equipment includes 2 legs, 16 bins, Fairbanks Auto Truck Scale and a Fairbanks Engine.

Elk Point, S. D.—I have succeeded T. L. Edwards as mgr. for the Wm. Slaughter Grain Co., as Mr. Edwards is unable to work.—The McCaul-Webster Elvtr. Co. is installing Fairbanks scales, automatic dump and other new machinery.—F. C. Dewey.

Dell Rapids, S. D.—I shall operate my elvtr. recently sold to E. H. Symens, of Corsica, until April 1st, when he will take possession.—W. G. Milne has recently built a new office and improved the elvtr. generally.—The Farmers Grain Co. has completed new coal sheds.—A. B. Gillette.

SOUTHEAST

Wilmington, Del.—Cream of Corn Co. incorporated; capital stock \$500,000.

Spencer, N. C.—Corbel & Sons Co. has been incorporated to conduct a grain and milling business.

West Point, Miss.—The East Compress Warehouse, used for storage of grain and hay by S. A. Scott, was totally destroyed by fire Oct. 12; loss \$10,000, half covered by insurance.

Bainbridge, Ga.—J. I. Davis and Ernest Thomas, of Quitman, have leased the elvtr. of J. Davis, which has been closed for a long time and will now open it for business. J. I. Davis is a son of the former owner.

TENNESSEE

Memphis, Tenn.—The Mississippi Elvtr. Co. has completed 2 large 35,000-bu. concrete tanks.

Nashville, Tenn.—Chas. D. Jones Co. paid \$40,000 for the 325,000-bu. plant of the Steel Elvtr. & Storage Co. sold Oct. 16 at public auction, and H. H. Hughes paid \$29,500 for the plant of the Capital Grain Co. also at auction.

Memphis, Tenn.—The warehouses and elvtr. occupied jointly by the Riverside Elvtr. Co. and the International Rice Co. burned Oct. 14, at 8 p. m., with a total loss on buildings and contents of \$75,000. An ear-splitting explosion which preceded the fire by a few seconds occurred at 7:45 o'clock. Flames burst forth from the roof and windows immediately afterwards. The entire structure seemed to catch fire at the same time. The watchman was talking to Mgr. J. T. Halbert when the explosion occurred. The force was so great as to blow out a brick wall for the distance of 100 ft. It is said there were 2 separate and distinct explosions. One man, Robt. Nelson, a negro foreman of the night force, was badly burned and is believed to be fatally injured. The property is owned by the W. C. Earley Co. and was the oldest elvtr. in the city. The chief losers in grain were Lee D. Jones and S. E. Rison. All losses are amply covered by insurance. The elvtr. was to have been taken over Nov. 1 by L. C. Cook & Co.

TEXAS

Kingsville, Tex.—H. C. DeMert has resigned as vice-pres. and mgr. for the Kingsville Corn Co.

Cleburne, Tex.—J. S. Camp, formerly of McKinney, has moved to this city and is now with the Farmers Mill & Grain Co.

Perryton, Tex.—Equipment has been added to the plant of the Probst Grain Co. here. The White Star Co. has the contract.

Galveston, Tex.—Arthur Benson, foreman at Elvtr. B. has removed to Hutchinson, Kan., to be superintendent of the new elvtr.

Yoakum, Tex.—A 3 story concrete and tile addition to its elvtr. will be built by the Yoakum Mill & Elvtr. Co. It will cost \$14,000.

Perryton, Tex.—O. W. Hutchinson's elvtr. has been moved from Ochiltree and has been newly equipped. The White Star Co. had the contract.

Houston, Tex.—A com'ite composed of C. P. Shearn, pres. of the Houston Grain & Hay Exchange, W. L. Neville, pres. of the Cotton Exchange, and D. S. Cage, pres. of the Chamber of Commerce, has been appointed by the Chamber of Commerce to further plans for the \$2,000,000 elvtr. to be located in the ship canal.

Higgins, Tex.—Collins & Patton have succeeded F. W. Ward & Co.

Howe, Tex.—Howe Grain & Milling Co. incorporated; capital stock \$50,000; incorporators, E. O. Tolbert, G. W. Stark and G. W. Davis.

Sherman, Tex.—Officers of the Sherman Grain & Hay Exchange are G. B. R. Smith, pres.; R. A. Chapman, Jr., vice-pres., and H. C. Stinett, sec'y-treas.

Darrousetts (Follett p. o.), Tex.—Darrousetts Co-operative Co. incorporated; capital stock \$5,000; incorporators, W. E. Beach, W. E. Smith, Chas. Flock and others. An elvtr. will be built at once.

Plainview, Tex.—We have bot the elvtr. of the Cobb Grain Co. here and will operate as the South Plains Grain Co. This is a branch office of the Floyd County Grain Co. of Lockney and Aiken-South Plains Grain Co.

UTAH

Salt Lake City, Utah.—J. K. Mullen, of Denver, will build a \$500,000 mill and elvtr. in this city within a year.

Trenton, Utah.—The State Milling Co., of Cache Junction, with headquarters at Salt Lake City, has taken over the mill and 20,000-bu. elvtr. of the Trenton-Clarkston Mill & Elvtr. Co., and will operate the plant.

OGDEN LETTER.

The elvtrs. of the Globe Grain & Milling Co. have been completed and the machinery is being installed.

B. L. Slack, formerly with the Globe Grain & Milling Co. at Salt Lake, is now mgr. of the grain dept., which is a new branch of Albers Bros. Milling Co. in this city.

The strikes which have so long hindered the completion of the new elvtrs. of the Sperry Flour Mills Co. have all been settled and work is being rushed on them. The company has increased its capital stock from \$4,200,000 to \$6,000,000.

WASHINGTON

Walla Walla, Wash.—The Morrison Grain Co. has been organized here with H. E. Morrison as pres.

ELLIS DRIERS ARE BETTER MACHINES

For a period of 21 years we have specialized in the design and manufacture of grain driers to the exclusion of all else.

We have always contended that the grain drier business was worth specialization and a steadily growing demand for the Ellis Drier has confirmed our belief.

The Ellis Drier is today pre-eminently to the fore because we have made grain driers our business and not a side line.

GRAIN DRIERS ROTARY DRIERS THE ELLIS DRIER COMPANY

332 So. LaSalle Street
CHICAGO, U. S. A.

Spangle, Wash.—Fire believed to have been of incendiary origin destroyed the warehouse of the Farmers Grain Co. It contained 3,000 sacks of grain and loss is estimated at \$3,000.

Kennewick, Wash.—The Pasco Flour Mill Co. has bot the plant of the Kennewick Grain & Milling Co. and will operate as the Kennewick Flour Mills. The capacity of the plant will be doubled.

WISCONSIN

Durand, Wis.—We have succeeded the Pfeiffer Grain & Seed Co.—Pfeiffer Elvtr. Co.

Rodell (Agusta p. o.), Wis.—The Rodell Elvtr. will soon be in operation under the management of Herman Louis.

Clintonville, Wis.—The Co-operative Co. has opened its new elvtr. and warehouse with Miss Gertrude Huhn as mgr.

Forest Junction, Wis.—We have succeeded Kurt Huebner and have the only elvtr. operating here.—Huebner Bros. Co.

New Richmond, Wis.—The elvtr. of the New Richmond Produce Co. is not in operation.—Gallagher-Williams Grain Co.

Watertown, Wis.—We have succeeded the American Maltng Co. Carl Emmoreing is mgr.—American Malt & Grain Co.

Cazenovia, Wis.—Cazenovia Equity Warehouse Co. incorporated; capital stock \$25,000; incorporators, John Klaug, L. C. Grover and A. Braun.

Antigo, Wis.—The Langlade Wholesale Grain Co. has moved to the Bee Hive Block. Harry Goldberg and his brother Joseph are owners, but Harry will be active mgr.

Knapp, Wis.—A branch of the A. S. of E. will be formed here with a capital stock of \$10,000 to take over the elvtr. and feed business of the New Richmond Roller Mills here.

Strum, Wis.—F. E. Lyon died Sept. 22 last and I have bot his stock of grain but his elvtr. has been bargained for by a Farmers Co-operative Co. which is being organized and expects to be in shape to operate in a month or so.—M. O. Olson.

MILWAUKEE LETTER.

Milwaukee, Wis.—A new member of the Chamber of Commerce are Gerald A. Lynch.

The branch mgrs. and home folks of Taylor & Bournique held their annual banquet Oct. 17. One and all report a good time and plenty of "eats."

Milwaukee, Wis.—Ray Zimdar will succeed James A. Mander as mgr. for the Armour Grain Co., but Mr. Mander will divide his time between the Milwaukee and Chicago offices.

The following resolution was adopted by the directors of the Chamber of Commerce at a recent meeting: "That in case 'contents' of a car of a certain specified capacity is sold for shipment and a different sized car is shipped it shall be understood that the contract quantity is that designated as the capacity of car sold; e. g., contents of an 80,000-lb. capacity car sold, and a 60,000-lb. capacity car shipped, the quantity sold is 80,000 lb., any quantity over or under 80,000 lb. to be settled for as provided in Section 17 of Rule 1. When the same sized car is shipped as specified in the sale contract, and is loaded to full capacity, but owing to the light weight of the grain contains less than the quantity so specified, the contract shall be considered completed; e. g., on a sale of an 80,000-lb. capacity car, and a car of that size shipped but containing only 60,000 lbs. of grain, contract is fulfilled."

WYOMING

Sheridan, Wyo.—We bot the plant of the Farmers Mill & Elvtr. Co. some time ago and that company is out of existence.—E. J. Sanderborgh, sec'y. J. W. Denio Milling Co.

SIBERIA'S 1918 SERIAL CROP, according to the food board of the Omsk government, amounted to 290,116,139 bus. This is a surplus of 70,327,256 over local demands.

A DUTY UPON IMPORTED wheat has been suggested by a bill introduced in the house providing a duty of 25c per bu. on wheat and a corresponding duty on flour imported from Canada or elsewhere. The bill was introduced by Representative Young of North Dakota.

Hedging Transactions in Grain Futures.

By ROLLIN E. SMITH, CHICAGO.

Author of "Hedging in the Future Markets."

Hedging transactions are exceedingly simple. An elevator company or commission house gives its pit trader an order to sell 5,000 bus., say, of "September" wheat, i. e., of the September delivery.

The broker standing in the "pit" or futures market, says, "Sell five September!" He may or may not say at what price. The market price at the moment is of course known to all the traders, and when conditions are normal, a sale or purchase should be made within $\frac{1}{8}$ c of "the market." Some broker with a buying order may say, for example, "Give \$1 for September wheat!" If that is satisfactory, the seller says, "Sold!" and the transaction is consummated, and each broker enters his purchase or sale on his trading card as follows: 5,000 bus. September wheat (bought or sold, as the case may be) at \$1, together with the name of the company represented by the other broker.

Now the elevator company that sold 5,000 bus. of "September" wheat in the pit has 5,000 bus. of real wheat in an elevator at some country station. The company still actually owns the wheat in its house, yet has made a contract to deliver a like amount, 5,000 bus., some time in September at the grain exchange where the sale was made, actual date of delivery optional with the seller. It may be on the first day or the last, or on any intervening day.

Price fluctuations thereafter are of no interest to the elevator company. Should the price advance, the elevator company will make nothing, nor will it lose should the price decline. The elevator company's profit is, mainly, in the difference between the price paid for the wheat in the country and the price at which the September future was sold, less freight and other charges.

But what becomes of the 5,000 bus. of actual wheat that the elevator company owns, may be asked. Does the company deliver it in the month of September on the contract made in the pit? Does the company for whom the other broker bought 5,000 bus. get the wheat? These are natural questions for those to ask who are not familiar with transactions in the futures markets.

No, the elevator company does not necessarily deliver the wheat on the contract made in the pit. Any contract made in the pit may be offset by another purchase, or sale, as the case may be. If a man sells a horse and agrees to deliver the animal the following month, that is a contract, if a payment is made, between two parties for the delivery and acceptance of a specific object at a specified time. Transactions in the futures market of a grain exchange are not comparable with any other commercial transaction. All attempts to draw parallels must inevitably result in failure. A horse, a bill of goods or any other commodity may be sold for future delivery, but the contract is between parties who have the article or whose business is to get it, on the one hand, and parties, on the other, who want, or deal in, the actual commodity purchased.

In the futures market, as already stated, a large part of the trading and of the transactions is in the nature of protection or insurance, or for speculative purposes; therefore, actual delivery or acceptance of the commodity is sometimes not intended or desired by the principals, but is always intended by the exchange members who make the contract for the principals.

This is because a commercial system to meet certain trade requirements has been developed, which makes the delivery of the commodity traded in unnecessary.

Before further following the 5,000 bus. sale of wheat that is used to illustrate transactions in the pit, it should perhaps be said that

actual delivery of wheat on such contract may be demanded, and then the grain may be delivered, or the contract settled as provided by the exchange rules. Likewise, elevator companies may, and often do, sell in the futures market with the expectation of delivering the grain, and then they actually deliver it.

FOLLOWING A TRADE.—Returning to the hypothetical 5,000 bus. of wheat again which the elevator company sold 5,000 bus. for September delivery, let us trace its course from the country station, and, also, the several attendant transactions in the market before the grain is ground into flour.

During the early crop movement, the wheat will be shipped as soon as cars are available for the daily deliveries by farmers make a most daily shipments necessary, in order to prevent congestion in the elevators. The daily purchases by the elevator company are hedged the same as the one under consideration.

Later in the season, when the daily purchases are smaller, the wheat might remain in the elevator at the country station for several weeks before shipment. In that case, the hedge is "changed over" from the September future to the December; and, later, may be changed over to the May contract. To "change over" a hedge, the elevator company gives its pit trader or broker an order to buy 5,000 bus., say, of September wheat, and at the same time to sell 5,000 bus. for December delivery. This may be done at a difference of from 1c to 2c. That is, if the price of the September wheat is \$1, the December should be \$1.01 or \$1.02. The difference is called "carrying charge." That is, the 1c or 2c is the margin to the elevator company for "carrying" the wheat from September to December. This is a phase of the business that more properly comes under a discussion of terminal elevators.

When the line elevator company ships the 5,000 bus. of wheat used as an illustration, the grain is disposed of in one of two ways. It is either sold the day it arrives at the market center, or it is sold "to arrive." But in either event, as soon as the wheat is sold,—actually, as soon as the transactions can be made,—the elevator company "takes off its hedge." That is, the company's pit trader buys 5,000 bus. of September in the pit. This offsets the sale or hedge that was made at the time the wheat was purchased from the farmer. The purchase may be at a higher or lower price than the sale, and the elevator company loses or gains in the transaction accordingly; but as the "cash" or actual wheat will also be either higher or lower than when it was hedged, there is no loss or gain on the cash wheat usually offsets the loss or gain on the hedging transaction.

Therefore, the elevator company neither loses nor gains as a result of any price change since the original hedge was made, unless there is a change in the relative position of cash wheat and the futures. This exception is commented on in the succeeding pages.

When the elevator company "took off its hedge," i. e., "bought back" the 5,000 bus. of September wheat, of whom did it buy it—the same commission house, elevator company, mill, or speculator to whom the sale was made? No, not necessarily. If so, it was merely a coincidence. Purchases and sales made in the pit are "passed along" by a process of "clearing," a discussion of which belongs to a discussion of the market machinery in general rather than under the head carried by this article.

WHEAT HEDGED AND REHEDGED.—While the original hedge is entirely eliminated when the elevator company "buys back" the 5,000 bus. of September, the actual wheat is hedged again, unless bought by a mill for use at once. But before following the grain further, let us assume an instance where the elevator company sells the grain "to arrive." The company then takes off its hedge, as described in the foregoing, while, on the

other hand, the buyer at once rehedges it. Then when the wheat arrives at the market, it may be sold again, whereupon the party who bought it to arrive takes off his hedge, and the latest buyer may again hedge it. Thus the same lot of 5,000 bus. of wheat has been hedged three times; 15,000 bus. of wheat has been sold in the futures market against 5,000 bus. of actual wheat, and every sale was as legitimate as the sale of the wheat itself by the farmer. Furthermore, the wheat may change hands several times more before finally being ground, and every time it will be hedged, so that 50,000 bus. or more in the way of hedges may be sold against it. But the same amount must be "bought back" when the hedges are taken off, so the selling is offset by an equal amount of buying.

Country shippers of all classes use the futures markets to some extent, some of them more than others, in which to hedge their purchases of grain. Those who do not, will make large profits should the market advance during the heavy crop moving session, but they may "go broke" on a declining market. During times of car shortage, grain cannot be sold to arrive, for date of shipment cannot be guaranteed. At such times grain buyers at country stations would be heavily handicapped if they could not hedge their daily purchases from the farmers. They would either be forced to suspend buying until cars were available, or buy at such a wide margin under the price at the market centers that they would be protected against loss, should the price materially decline.—[Copyrighted.]

[To be continued.]

Horse Publicity Ass'n Meets Oct. 30-31.

A dinner to be held at Hotel Pennsylvania, New York City, on Oct. 30, will feature the organization meeting of the Horse Publicity Ass'n of America. This meeting will continue two days and a large attendance is expected. The organization aims to popularize the use of the horse instead of the motor truck and to give more publicity to the horse.

Fred M. Williams, the temporary chairman, says: The horse will soon come into his own again, when the facts in regard to his position in the general economy of things becomes known again, to all the people. When the facts are revealed as to the tragic experience of corporations that have been hoodwinked into using motor trucks for the usual "horse-range" delivery, it will set many to thinking, who will return to the more profitable horse-drawn vehicle delivery, as many are now doing.

THERE is one outstanding fact connected with international agricultural statistics and that is the unfailing regularity with which nature compensates poor crops in one or more countries, by good crops in others. This Providential provision of compensating crops was strikingly in evidence during the war, and the mere fact that famine has been almost unknown (except when caused by lack of transport) is direct proof that in spite of the defection of Russia and Balkan countries, sufficient wheat has always been produced for consumers' needs, although, by turns, Australia, India, Argentina and North America have all had bad seasons. It may be asked where are importing countries to find supplies of wheat to make good the undoubted losses which have lately occurred in North America? It would indeed be a happy experience if the losses in North America, or a good part of them, should be offset by exceptionally good mid-season crops in Argentina and India, and, as we have already indicated, such a compensation would be nothing more wonderful than the huge American winter crop of 1914, the Indian crops of 1917 and 1918, the Australian crops of 1915 and 1916, and the Canadian crop of 1915.—*Corn Trade News.*

Supply Trade

Good advertising enables you to select the business that is the most profitable to you.

NOT WORDS, but the thought behind the words is what moves men's minds and stirs their limbs to action; and more thoughts are drowned in words than are borne upon them safely to the shores of comprehension—Charles H. Macintosh.

WORKMEN in many factories of Germany are working 10 hrs. a day in order to increase the country's production and its exports while exchange is at a heavy discount. The export trade of both the United States and Great Britain seems to be handicapped by greatly decreased production.

SPRINGFIELD, O.—The Bauer Bros. Co. have ready for distribution their catalog No. 103. This catalog, beautifully prepared, gives complete information regarding the company's extensive line of crushing, grinding and separating machinery, and would be of great interest and value to the grain man who is contemplating the installation of any of this class of machinery in his elevator. This catalog will be sent to Journal readers who request it.

SILVER CREEK, N. Y.—The strike of the mechanics in the grain cleaning machinery shops is proceeding much as the strike in the steel mills. The managers of the plants remain firmly convinced that the only way to turn out the best machines at the lowest cost is to keep the shops free from the dictation of outsiders who are not interested in efficient production or the quality of the finished work. The works are in operation with forces that are steadily increasing.

DURING the past few years many articles have been written giving the history of the steam turbine and describing its rapid advance from the experimental stage to its present position as the principal prime mover. However, but little has been published concerning the painstaking research which this rapid development has involved to enable engineers to produce the efficient and reliable unit of the present day. Allis-Chalmers Mfg. Co. in its bulletin No. 1104 tells of the efficiency of its steam turbine, and especially of the steam turbine blading which forms such an important part of the turbine. This bulletin will prove interesting to the elevator operator who may have a copy by writing the company.

WICHITA, KAN.—Good judgment has been shown by many dealers wishing to build a new elevator, by rebuilding the old house instead. This is consistent with economy and foresight, especially when the cost of building material is balancing on a pinnacle, but showing little indication of tumbling. Many examples have been shown this season of rebuilding practically worthless elevators for about \$3,000 and bringing their valuation up to \$6,000 or \$7,000. The average country house can be rebuilt by covering with iron, putting in a new foundation and installing a new elevator leg. Thus, a practically useless house can be made valuable for a cost of approximately \$3,000.—The White Star Co.

REES,*radicals, I. W. W. and Bolsheviks are working overtime to keep your Uncle Sam in hot water. That is the only kind of work they are willing to do. The capital-public-labor conference hasn't made much progress. A period of unrest. It is only natural after the war. Everybody's duty to try and shorten it. While it lasts, it is unfriendly to grain advances. Unsettled conditions always labeled—Bearish. New York dock strike has curtailed shipments. It is apparently on its last legs.—Southworth & Co.

This advertisement appears in a worthy publication in order to tell those who already know about it, that the

Rosenbaum Review

is a weekly paper which is read by thousands because they like it. If perchance you do not know it, then drop a postal card in the mail, and next Christmas when it comes along we'll send you a package of literature which costs us \$2.00 per year.

Edited and Published by

J. Ralph Pickell
Postal Telegraph Bldg.
Chicago, Ill.

Combining Grain Claims for Suit.

By OWEN L. COON.

Most shippers fail to realize that when suit is brought upon any one claim, all the other claims which have been refused payment during the last two years, can be joined with it in the same suit. Often, you have probably been refused payment on a claim which you felt was just and upon which you could have recovered in a legal proceeding, but the amount involved was so small that you felt it did not justify the expenditure of time and trouble to sue. As a result of such reasoning the railroads succeed in evading many claims that should be paid.

But when you include all of the claims that have been refused over any period of two years, they will in many cases amount to such a sum as to be well worth suit. Do not think that because some claim official has refused your claim that your claim is not a good one. The only one that has such power is either a judge or a jury and the cases are few and far between where a shipper had any chance of winning that the railroad has not had to pay the bill. If the claim is small and not worth enough in itself to start a suit, let it wait until similar ones have accumulated and then turn all of them over to some lawyer who will take the claims upon a commission basis. You will have to stand the court costs which will rarely exceed ten or twelve dollars, but it is a sure bet of winning recognition of your claims.

In most cases, the railroad will propose a settlement before the case comes on for trial. For example, I recently sued upon a claim which had been refused payment by the claim department three different times. Their refusal was based upon the fact that the railroad records showed no defects either in equipment or seal records, though the record of the Board of Trade showed no seal on one side at the time of unloading. The day before the case came up for trial, the attorney for the railroad called to settle the case, making the statement that as the government and the tax-payer had to pay the bill under government ownership of railroads, they found more time for recreation by settling such matters out of court. This shows clearly the general attitude of the railroad legal department where the shipper has the slightest chance of recovery.

I have found that the legal departments are not bound by the same restrictions as the claim departments, and many times recovery upon your claims will be obtained if you will simply show some real fight and start a suit. If more shippers would join all of their losses that have been refused in any period of two years time and start a suit upon them, more just settlements would be obtained in the first instance from the claim department.

I have been asked a number of times if suit cannot be brought within two years and recovery be obtained on a claim that is otherwise valid, even though the claim has not been filed within the time limit of six months stipulated on the bill of lading. While certain exceptions exist under which the claim can often be brought, it is well to remember that the provisions in the bill of lading with reference to filing of claims and the bringing of suits are cumulative, and that suit upon a claim must not only be brought within two years, but that the claim must be filed with the railroad within six months after it arose. Failure to comply with either one of these two conditions may make recovery upon your claim impossible.

So file your claim as soon as it arises with the party who handles your claims, and either get a refusal or an acceptance of it. If it is refused, join it with all similar claims and by showing a little fight, gain better recognition in the future.

Claims for grain door lumber supplied by the shipper when the railroad has failed to supply grain doors in ample time should be

made not to the station agent, or the general freight claim agent, but to the division superintendent. Recently a claim of this sort came into my hands from a Farmers Elevator in Central Illinois which had been filed with the station agent nearly fifteen months before. Not a word had been heard from it. Similar results were received when it was filed with the general freight claim agent, who handles only loss and damage claims. But once it was filed with the division superintendent and received his approval, it was soon paid. File your claims with the general freight claim agent, with the exception of claims for grain door lumber.

Grain Dust Explosions Filmed Amid Thrills.

Taking close-up motion pictures of experimental explosions so unexpectedly violent that they knocked down spectators standing at supposedly safe distances, and practically wrecking the steel and concrete structure especially designed to withstand blasts of this sort, was the recent experience of a photographer sent by the United States Department of Agriculture to assist in preparing films for use in a campaign against grain-dust explosions. This campaign is being promoted by the department in cooperation with the United States Grain Corporation. The pictures taken at such unusual hazard were staged at a station near Pittsburgh maintained by the Bureau of Mines for the purpose of making mine-explosion investigations. The plant was placed at the disposal of the grain-dust investigators by the Bureau of Mines.

The experiments offered overwhelming evidence of the terrific force of blasts due to flour and starch dust, and enabled those witnessing them to appreciate more vividly than ever the penalty that often is exacted for carelessness in allowing dust to accumulate in plants.

The special program devoted to work against grain-dust explosions, in which the films are to be featured, is being arranged for in principal cities of the country. They illustrate, more graphically than lectures or statistics can possibly do, the need of taking thorough precautions against grain dust in elevators and other grain-handling plants.

The apparatus used as a setting for the movie views, the taking of which involved so much unexpected adventure, consists of a steel cylinder or gallery 225 feet in length, set above ground, which serves as a counterpart of a mine gallery. In the upper surface of the cylinder, at stated intervals, are ports, some of which are provided with lids. The progress of an explosion from one end of the cylinder to the other can be detected by jets of smoke and flame that burst from one after another of these vents. The motion pictures secured show this interesting phenomenon clearly. Shelves arranged laterally inside the tube were sprinkled with flour for one of the demonstrations, and with starch dust for another.

One end of the cylinder is open while the other is closed, except for a small aperture against which the mouth of a specially designed so-called "cannon" is placed. This was used to start the explosion, the setting off of a small charge of gunpowder throwing the dust into suspension and igniting it.

As a preliminary test, the engineers in charge exploded coal dust which made a detonation that seemed violent, indeed, to the novice, but was not considered unusual by the experts present. After the cylinder had been cleared and "loaded" with flour dust, such as is too prevalent in carelessly operated mills, this second charge was set off. The blast was far more violent than the one preceding it and startled the engineers. However, it was mild compared with the third and last explosion, produced by substituting starch dust for the flour dust.

Permit System Regulations.

Oct. 25 the individual permit system goes into effect, much the same as formerly in most markets. As an example the regulations for Kansas City follow:

Grain screenings, flaxseed or other seeds not included in the permits regulations.

APPLICATIONS (Issuing of)

1. Shippers desiring to ship grain to Kansas City (Missouri or Kansas) will fill out and submit application form G. C. C. No. 1.
2. Include only one Kind of Grain, one Shipping Point and one Consignee in each application.
3. A Kansas City firm must be shown consignee or to be notified.
4. Applications covering shipments from sidings or stations having no agent should also show name of station to which permit is to be mailed.
5. Do not include a large number of cars in one application. It is better to make applications, say, two or three days apart for a small number of cars each. This will frequently result in more prompt approval by the Committee and will insure shippers a longer period within which to secure cars and perform loading.
6. Show kind, grade of grain (or as near as possible) as conditions arise where the Committee can approve more promptly than through the variety and grade is not shown.
7. It is important that shipper's postoffice address be shown at top of blank, as the name of postoffice is frequently different from name of railroad station.
8. Applications covering shipments to 11 made from primary markets (Duluth, Minneapolis, St. Paul (Minn.), Superior, Milwaukee, Chicago, St. Louis, Peoria, St. Joseph, Mo., Omaha, Council Bluffs, Ft. Worth and Wichita), should be filed by shippers with Grain Control Committee at shipping point.
9. Applications covering shipments from points of origin (other than primary markets outlined in paragraph 8) must be presented to shipper to Local Agent at shipping point, who will examine the application and if properly issued, show his date stamp impression thereon, after which the application will be mailed promptly to Grain Control Committee, 2nd Union Station, Kansas City, Missouri.
10. Where applications are made to move to Kansas City, loaded cars which have moved from one point to another, the application should show the station at which car is standing as point of origin. For example—if car of grain is shipped from St. Marys, Kansas to Topeka and application is then made to move the car to Kansas City—Topeka instead of St. Marys should be shown as point of origin. Car numbers should also be shown in such cases.

APPLICATIONS (Consideration of)

11. Applications received by the Committee will, if properly filled out be given a number which number will be shown on a postcard acknowledgment sent the shipper.
12. In case shipper writes the Committee concerning an application the number shown on postcard should be mentioned.
13. Applications will be considered and approved by the Committee in order of their receipt, subject to any conditions existing which may make it necessary to postpone movement of certain grain to this Terminal.
14. When conditions warrant, the Committee will approve applications promptly. In case applications are declined, agent at point of origin (or Grain Control Committee if from a primary market) will be advised at once.

PERMITS (Issuing and Handling)

15. The Grain Control Committee will issue promptly a permit, form G. C. C. No. 2, bearing a number prefixed by the letters "K. C." covering each application approved. Application number will also be shown at top of blank as follows: (App. No.).
16. Permits will be mailed to Grain Control Committee at point of origin when shipment is to be made from any of the primary markets named herein.
17. Permits will be mailed to Local Railroad Agent at point of origin when shipment is to be made from any point other than a primary market.
18. Permits are good only for the number of cars, kind of grain and for the consignee shown, and must be used only by the shipper named. They are not transferable.
19. Shipments moving under permits cannot be reconsigned from one primary market to another without new permit being secured in the regular manner provided.
20. Shipments billed from one point to another not primary markets, to stop at Kansas City for inspection, cannot be ordered to unload at Kansas City until permit is received through written application made by shipper in the regular way.
21. Shipments billed to Kansas City to be reconsigned to another point will be treated as though final destination is Kansas City, and must not be forwarded from point of origin until regular permit is secured.

NEW CORN PERISHABLE RUSH

Perishable commodities, especially food-stuffs, will receive first consideration by railroads and you will have the co-operation of the Government in trying to push your shipments through promptly. This year's corn crop is full of moisture, making corn decidedly dangerous to handle. Therefore, Mr. Country Shipper, it is up to you to get it through to terminal market and destination as quickly as possible. The above placards are printed in large bold-faced type with red ink on six-ply cardboard, 11x8½. We furnish them in lots of 25 at 5c each; 50 at 4c each; 100 at 3½c each. Orders for 100 are sent out express prepaid. Supply yourselves with these cards and tack them on the sides of every car of corn shipped by you. It will help facilitate its movement. Orders promptly filled.

Grain Dealers Journal

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Purchase and Sale Contracts

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Separate pages are devoted to each kind of grain, thus simplifying the recording of each contract. This form covers facing pages, the left hand pages being devoted to a record of contracts for—Purchased, under which the following information is entered: "Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks."

The right hand pages provide spaces for a record of contracts for—Sold as follows: "Date, To Whom, Bushels, Grade, Shipment, Price, By Whom, How and Remarks."

Do not attempt to do business without keeping this record. It requires only a few minutes work each day and may prevent large losses with the present unstable conditions of the market.

The book contains 80 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in full tan canvas.

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GRAIN DEALERS JOURNAL

315 South La Salle St.

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CODE WORDS

for

U. S. Corn and Wheat Grades

A supplement to the Universal Grain Code is ready for distribution. It is free; postage 2 cts.

The Universal Grain Code was compiled especially for the use of the grain and milling trades, and it contains every word, phrase and term in use by the grain trade. The Code makes it possible to keep your business messages private. Its 146 pages contain 13,745 expressions and no two code words are spelled near enough alike to cause confusion. The book is 7x4½ inches in size, printed on policy-bond paper, and bound in black, flexible leather. The price is only \$3.00.

Names of purchasers are published in the list of Universal Code Users and distributed to the grain trade free of charge.

The Supplement is a four-page folder to be inserted between pages 44 and 45 of the Code. It gives a code word for each class, sub-class, and grade of wheat and corn, and for each explanatory term, used in the new U. S. Standards. It is not lawful to sell grain for shipment in interstate commerce by any other grade than those specified in the Standards, and therefore it is necessary to specify those grades when wiring in order that misunderstandings may be avoided. A copy of the Supplement will be sent free upon receipt of a 3-ct. stamp.

MATFELON in a message means Universal Grain Code.

Grain Dealers Journal

305 So. LaSalle St.

Chicago, Ill.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

B. & O. in Sup. 6 to H243-B gives rules governing transit privileges on feed at O. and Ind. points, effective Nov. 7.

B. & O. in Sup. 1 to 16372 gives rates on grain and its products from B. & O. stations to western termini points, effective Nov. 9.

B. & O. in Sup. 8 to H2658 governs transit and mixing privileges on feed and grain at Eldean and Troy, O., effective Nov. 6.

C. M. & St. P. in Sup. 12 to 11244B gives transit privileges on grain and its products at points on the C. M. & St. P., effective Nov. 1.

C. & E. I. in Sup. 3 to 8650 gives rates on grain and its products from C. & E. I. stations to U. S. and Canadian points, effective Nov. 5.

E. B. Boyd in Sup. 3 to 139-A gives rules governing storage and charges applicable to freight stored in or on railroad premises, effective Oct. 1.

C. M. & St. P. in Sup. 5 to 6952-D gives rates on grain and grain products between points in Ill., Wis., and Minn. on the C. M. & St. P., effective Nov. 1.

B. & O. in Sup. 23 to H2813 gives rates on grain and its products from Ill. and Ind. points to points in N. Y., Pa., Md., D. C., Mass. and W. Va., effective Nov. 5.

B. R. & P. in Sup. 6 to A3894 gives rates on grain and its products from points in Pa., Pittsburgh and Newcastle, Pa., to eastern and New England points, effective Nov. 5.

E. B. Boyd in Sup. 4 to 68F gives rates on grain and its products from Ill. and Ia. points to Ind., Mo., Ky., Mich., O., Pa., W. Va. and Ont., Canada, effective Nov. 5.

C. M. & St. P. in Sup. 46 to 1545-F gives rates on grain and its products from points in Kan., Ia., Minn., Mo. and Neb. to points on the C. M. & St. P., effective Nov. 10.

C. C. C. & St. L. in Sup. 2 to 1367-F gives rates on grain and grain products from Ind. and O. points to Ill., Ind., Ky., Ia., Mich., Minn. and O. points, effective Oct. 20.

C. & E. I. in Sup. 2 to 8625 gives joint rates on grain and grain products from stations on the C. & E. I. to points in Ala., Ark., Fla., La., Miss. and Tenn., effective Nov. 5.

B. & O. in Sup. 8 to H2579 quotes rates on grain and its products from B. & O. stations to cities in Md., Mass., N. Y., Pa., Me., Va. and Canadian points, effective Nov. 4.

C. & E. I. in Sup. 3 to 8625 gives joint rates on grain and grain products from stations on the C. & E. I. to points in Ala., Ark., Fla., La., Miss. and Tenn., effective Nov. 5.

C. M. & St. P. in Sup. 42 to 393D gives rates on wheat and flour from points on the C. M. & St. P. and connections in Minn., S. D., N. D., Mont. and Cal. points, effective Nov. 5.

O. S. L. in Sup. 2 to 2330-G gives rates on grain and grain products from and to points on the O. S. L. and connections in Ida., Ore., Mont., Utah and Wyo., effective Oct. 28.

B. & O. in Sup. 1 to H2939A gives rates on grain and its products from B. & O. stations to points in Ill., Ind., Ky., Mich., Mo., N. Y., O., Ont., Pa., W. Va., and Wis., effective Nov. 7.

C. R. I. & P. in Sup. 31 to 10757M gives transit privileges on grain and its products in Ark., Colo., Kan., La., Neb., Okla., Memphis, Tenn., and points in Texas, effective Nov. 10.

Erie Ry. in Sup. 3 to 182-D gives rates on grain, grain products, and grain by-products from Chicago, Englewood, etc., to points in Ind., Ky., N. Y., O., Pa. and W. Va., effective Nov. 4.

C. & E. I. in Sup. 8 to 622-E gives the rate on grain and grain products from stations on the C. & E. I. to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa. and Wis., effective Nov. 1.

C. & A. in Sup. 2 to 1604-E gives local, joint and proportional rates on grain and grain products between Chicago, Joliet, Peoria, Pekin and East St. Louis, St. Louis, Mo., and stations on the C. & A., C. & I., and C. & N. W. in Illinois and St. Louis, Mo., also to Toledo, O., and Detroit, Mich., and stations on connecting lines in Ill., effective Nov. 5.

Erie Ry. in Sup. 13 to 155-D gives rates on grain, grain products and grain by-products from Chicago and stations on the Erie Ry. and connections related to eastern cities, effective Nov. 5.

Erie in Sup. 5 to 169-E gives rates on grain and its products from points on E. R. R. and connections to Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Va., W. Va. and Wis. points, effective Nov. 5.

C. B. & Q. in Sup. 25 to 1346-E gives local, joint and proportional rates on grain and grain products between Chicago, Peoria, Quincy, East St. Louis, Ill., and stations in Ill. on the C. B. & Q., effective Nov. 20.

C. B. & Q. in Sup. 56 to 5400-A gives local and joint rates on broom corn, flaxseed, grain, grain products between Omaha, Neb., Sioux City, Ia., St. Joseph, Kansas City, Mo., and stations on the C. B. & Q., R. C. B. H. & W. and N. W., effective Nov. 15.

O. S. L. in Sup. 3 to 2887-G gives rates on grain and grain products from Ida., Mont., Ore., Utah and Wyo. to points in Wyo., Colo., Kan., Neb., Mo., Ia., Ill., Ind., Ark., La. and eastern terminal points, effective Oct. 30.

C. & E. in Sup. 3 to 182-D gives rates on grain, grain products and grain by-products from Chicago, Englewood, Hegewisch and Pullman Jct., Ill., Hammond, Highlands and Saxony, Ind., to points in Ind., Ky., Mich., N. Y., O., Pa. and W. Va., effective Nov. 5.

C. & E. I. in Sup. 2 to 182-D gives the rates on grain, grain products and grain by-products from Chicago, Englewood, Hegewisch and Pullman Jct., Ill.; Hammond, Highlands and Saxony, Ind., to points in Ind., Ky., Mich., N. Y., O., Pa. and W. Va., effective Oct. 1.

C. & E. in Sup. 12 to 155-D gives local, joint and proportional rates applying on grain, grain products and grain by-products from Chicago and specified stations on the C. & E., Erie, L. A. & S., P. L. & W. Y. & O. R. to eastern cities reached via the Erie Ry. and other specified lines, also Atlantic seaboard ports for export, effective Oct. 1.

C. & E. in Sup. 13 to 155-D gives the local, joint and proportional rate on grain, grain products and grain by-products from Chicago and other specified stations on the C. & E., Erie, L. A. & S., P. L. & W. and Y. & O. R. to eastern cities reached via Erie Ry. and other specified lines, also Atlantic seaboard ports for export, effective Nov. 5.

C. R. I. & P. in Sup. 1 to 13207-G gives joint and proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale (Kansas City, Kan.), Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Ill., Ind., Ia., Mich. and Wis. on connecting lines, effective Nov. 27.

C. B. & Q. in Sup. 14 to 1218-C gives joint freight tariffs and names the commodity rates on grain and grain products, etc., from stations in Kan., Neb., Wyo. and Col. on the C. B. & Q. to Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., New Orleans, La., and stations taking the same rates or arbitraries higher as shown in the tariff, effective Oct. 8.

C. B. & Q. in Sup. 35 to 3457-G gives local and joint freight tariff and names the rules and regulations affecting freight tariff on the C. B. & Q. and Q. O. & K. C. including reconsignment rules, restrictions as to acceptance of freight and freight requiring payment or guarantee, mileage payments and rental charges on private cars, refrigeration, etc., effective Oct. 28.

C. B. & Q. in 5100-C gives joint freight rates on live stock, lumber and articles taking the same rates or arbitraries higher, flax seed, grain, grain products and articles taking the same rates between stations on the C. B. & Q., also stations on connecting lines provided for in the tariff and stations on Ft. Dodge, Des Moines & Southern and Interurban Ry., effective Nov. 20.

C. & E. I. in Sup. 10 to 622-E gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds (flax, hungarian and millet) and red top seed chaff from stations on the C. & E. also from Henderson and Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.), and Momece Transfer, Ill. (via C. M. & G.) to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa. and Wis., effective Oct. 20.

C. R. I. & P. in Sup. 1 to 19687-K gives joint and proportional rates on grain, grain products, seeds, hay and broom corn from Missouri rail stations and other stations in Ill., Ia., Minn., Mo., and S. D. on the C. R. I. & P. to Missouri key points and other stations in Ala., Ark., La. and Tenn., effective Nov. 21.

C. & A. in Sup. 3 to 1604-E gives local, joint and proportional tariff on grain and grain products between Chicago, Joliet, Peoria, Pekin and East St. Louis, Ill., also St. Louis, Mo., and stations on the C. & A., C. & I. M., C. & N. W. in Ill. and St. Louis, Mo., also at Toledo, O., Detroit, Mich., and stations on the connecting lines in Ill., effective Oct. 21.

C. & E. I. in Sup. 3 to 8650 gives joint and proportional domestic and export rates on grain products and grain by-products, also cotton seed, cotton seed ashes and cotton seed hull bran from stations on the C. & E. to points in Conn., Del., D. C., Me., Md., Mass., N. H., N. J., N. Y., O., Pa., R. I., Vt., Va., W. Va. and specified points in the dominion of Canada, effective Nov. 5.

C. & E. I. in Sup. 4 to 8650 gives joint and proportional domestic and export rates on grain products and grain by-products, also cotton seed, cotton seed ashes and cotton seed hull bran from stations on the C. & E. I., also from Henderson and Owensboro, Ky., to points in Conn., Del., D. C., Me., Md., Mass., N. H., N. J., N. Y., O., Pa., R. I., Vt., Va., W. Va. and specified points in Canada shown on the tariff, effective Nov. 15.

C. & E. I. in Sup. 9 to 622-E gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds (flax, hungarian and millet) and red top seed chaff from stations on the C. & E. I. from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.), and Momece Transfer, Ill. (via C. M. & G.) to points in Ill., Ky., Ind., Ia., Mich., Minn., Mo., O., Pa. and Wis., effective Nov. 5.

C. R. I. & P. in Sup. 2 to 29329-C gives local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Armourdale (Kansas City, Kan.), Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Ia., Kan., Mo. and Neb. on C. R. I. & P., C. B. & Q. and M. P. and stations in Ill., Ind., Ia., Minn., Mo., S. D. and Wis., effective Nov. 27.

C. R. I. & P. in Sup. 1 to 10389-E gives local, joint and proportional rates on grain and grain products and seeds between St. Louis, Mo., East St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Ill., Ia., Minn., Mo. and S. D. also Armourdale (Kansas City, Kan.), Atchison, Kan. and Leavenworth, Kan., also on grain and grain products from stations in Ia., Minn. and S. D. to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined to southeastern and Carolina territory, effective Nov. 27.

C. B. & Q. in Sup. 78 to 1800-B gives the local, joint and proportional freight tariff on grain products, broom corn and seeds between stations on the C. B. & Q., lines west of the Missouri river; also Rapid City, Black Hills and Western Railroad, and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Duluth, Minneapolis, Minn., and stations taking the same rates or arbitraries higher named in the tariff, as amended, also other points on lines east of the Missouri river as specified in the tariff, effective Oct. 1.

A DELEGATION FROM the Chamber of Commerce in Argentina has requested the president to call an extra session of congress in order to expedite the proposed plan of allowing Great Britain, France and Italy a credit of \$200,000,000 to be used on the purchase of Argentine grain. They fear that if this is not done a large quantity of the grain will not be sold.

CONCORDIA, KAN.—Not more than one-fourth the usual acreage left for alfalfa seed will be saved this year. The yield is running from 4 to 6 bushels to the acre. What little has been hulled is of better quality than last year. This applies to the northern part of Kansas. Kafir corn, which is the latest maturing of the grain sorghums, is maturing well this year. There will be good crops of all grain sorghums and cane seed.—Bowman Brothers Seed Co.

305 S. La Salle Street, CHICAGO, ILL.

Grain Carriers

THE NATIONAL RIVERS and Harbors Congress will be held at Washington Dec. 9 to 11.

THE AVERAGE LOAD of a freight car in Canada has dropped from 27.4 tons in 1918 to 24.4 tons at present.

ROADS in the central western region loaded 55,372 cars of grain in September, against 46,113 in September, 1918.

THE RAILROADS will be returned to private ownership on the first of the year is the positive statement of Walker D. Hines.

PORT ARTHUR, Ont.—The W. Grant Morden left here on Oct. 3 for Port McNicholl with 503,153 bushels of wheat, the largest grain cargo ever carried on the lakes.—B.

ARGUMENT will be heard by the Interstate Commerce Commission at Washington, Nov. 20, in the complaint of the National Council of Farmers Co-operative Ass'ns v. A. & V. Ry. Co.

THERE has been practically no addition to the railroad plant during the last five years. The stock of equipment is probably smaller in carrying capacity than it was in 1915.—*Traffic World*.

THE NATIONAL ASS'N of Railway and Utilities Commissioners, in convention at Indianapolis Oct. 16 adopted resolutions against a guaranteed return to carriers, and favored the consolidation of terminal facilities. The next annual meeting will be held Nov. 9, 1920, at Washington.

LEWISTOWN, MONT.—The Montana Elvtr. Co. and the Farmers Elvtr. Co. have both brot suit against the Great Northern Ry. to recover \$2,620 and \$1,292 respectively, the amounts alleged to represent the value of wheat lost in transit on shipments by the companies.

A BILL to amend the Cummins law has been introduced as S. 2906, and was drawn up by a com'te of the National Rivers and Harbors Congress. The second section prevents railroads from reducing rates to meet water competition; and when so reduced by permission of the Interstate Commerce Commission prohibits the maintenance of higher rates to intermediate points.

EXPORT commercial freight received at North Atlantic ports during the week ending Oct. 1 totaled 5,933 cars, as reported by the U. S. R. R. Administration; against 1,087 cars for the corresponding week of 1918. Deliveries to ships increased 411 per cent. Excluding grain and coal 20,292 cars were on hand Oct. 1, and the North Atlantic elevators held 14,017,815 bus. of grain.

THE INTERSTATE COMMERCE Commission has decided that the Oregon Trunk Railway Co., Director General, et al., was unreasonable in the following tariff rule and reparation was awarded to the Northern Grain & Warehouse Co. The railroad company has been directed to pay the Northern Grain & Warehouse Co. \$32.84 with interest thereon at 6% from Mar. 9, 1917. The tariff rule was: when a car of 8,000 lbs. capacity, the minimum under the said rate, was not furnished, the marked capacity of the car used, but not less than 6,000 lbs., would govern.

THE two years and a day limit in time for starting suit has been attacked in a new complaint, No. 10900, filed with the Interstate Commerce Commission by the National Industrial Traffic League, making all the carriers defendants, and requesting insertion in the B/L of a new clause making the limitation effective 2 years and a day "after carrier has completed its investigation and served notice in writing upon the claimant that it denies liability and will not make payment unless required to do so by the courts."

THE BARGE HILDA, which went ashore on Stone Island, Lake Ontario, two weeks ago has been put afloat again and towed to Sackett's Harbor. Before the barge was floated, 11,000 bus. of dry grain and about 12,000 bus. of wet grain was taken out. The vessel, of wooden construction, is owned by the Montreal Transportation Co.

"THIS COUNTRY is too big a place to be run from Washington," said Director General Hines at Indianapolis, at the convention of the National Ass'n of Railway Commissioners. "We are now making a study to find any elevator space that is not occupied, with a view to finding the cars and supplying them to haul grain until that space is filled, and then to supply cars to whatever extent is necessary to keep the elevators filled. The extent to which the elevators can be relieved of grain will be controlled by the export movement, in turn controlled by the foreign buying and the ocean tonnage. Instances have come to my attention where we have not moved the grain up to the capacity of the elevator space available. It would be contrary to the public interest to permit any grain to be loaded in cars that could not be unloaded at destination."

THE RAILROAD ADMINISTRATION advises that cars carrying grain and grain products are not being loaded to capacity. The shortage of equipment is serious and the existing car supply could be considerably increased by licensees' observance of the former trade units or minimum weights of the United States Food Administration, and all concerns would be greatly benefited. The United States Wheat Director requests all licensees to load cars containing grain and grain products to their full weight carrying capacity whenever possible. Carriers request that cars be loaded above the 110 per cent of marked capacity limit formerly carried, and to the load limit as fixed by master car builders rules.—D. F. Piazek, 2nd vice-pres., U. S. Grain Corporation.

New Elevator at Sioux City, Ia.

The elevator now being built for the Flanley Grain Co., at Sioux City, Ia., will be served by three railroad tracks and will have a handling capacity of 60 cars in and 60 cars out each 10-hour day.

The 130,000-bu. head house is being built so that 1,000,000 bus. of storage can be taken care of in future additions. The foundation comprises 577 piles on which rests a concrete slab 27 inches thick containing 60 tons of reinforcing steel. Above the basement slab the building will reach a height of 180 ft.

The building is 61 ft., 8 in., in length by 42 ft. in width, and is divided into 29 bins, one opening being used for spiral stair and electric employees elevator. On top of the 91x36 ft. track shed is a dust house, all of reinforced concrete. Cars will be moved by a puller of 30-car capacity. From the two receiving sinks of carload capacity grain will be elevated by two legs of 10,000 bus. per hour capacity. Three other legs will be installed, 2 of 6,000 bus. capacity for the cleaners and one of 10,000 bus. for shipping, three well-casing spouts enabling the company to load cars on any of the three tracks. In the cupola will be four 2,400-bu. garners over two 2,000-bu. Fairbanks Hopper Scales, from which the grain will be distributed by Mayo Spouts.

The equipment will include Fairbanks Ball Bearing Electric Motors, No. 11 Monitor Cleaner, Rexall Belting, and Richardson Automatic Scale on the mezzanine or sacking floor. The head machinery is being furnished by the Skillin & Richards Mfg. Co., and the plant is being erected by the Burrell Engineering & Construction Co.

JUNCTION FARMERS ELEVATOR Co. of Grand Junction, Ia., writes as follows: "So many inquiries are coming in answer to our ad. that we may have to have you place another ad stating that the elevator has been sold."

HEDGING

In the Future Markets. How it is done told in 16-page copyrighted pamphlet for sale by **ROLLIN E. SMITH**
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GRAIN TABLES DIRECT REDUCTION

Reduce any weight of grain from 600 to 6590 pounds, by 10-lb. breaks direct to bushels. The pounds are printed in heavy faced type, and the reductions to bushels are shown directly beside the corresponding number of pounds, so it is impossible to get the wrong reduction when reading. Printed from large type on card-board, size 10 1/2 x 12 1/2 inches, and sold only in sets as follows:

FORM 4560 DR.—For reductions to bushels of 45, 48, 50, 52 and 60 pounds, and 60 pounds with dockage for dirt at 1, 2, 3 and 5 lbs. per bushel, nine tables printed on five cards. Price 50 cents.

FORM 3230 DR.—For reductions to bushels of 32, 33, 35, 36, 38 with 1 lb. reduction for dirt, 63, 70, 72, 75 and 80 lbs., ten tables printed on five cards. Price 75 cents.

GRAIN DEALERS JOURNAL

305 So. La Salle St. Chicago, Ill.

Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size, 8 1/2 x 13 1/4 inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

Form 43—200 Pages, \$2.50

Form 43XX—400 Pages, \$4.00

Grain Dealers Journal

305 So. La Salle St., CHICAGO, ILL.

I AM impressed with the fact that comparatively few of the members of commercial organizations make themselves known to the public thru the medium of advertisements, and that this field is almost exclusively occupied by others, which accounts in my opinion very largely for the volume of business sent to those who are not responsible to any established and recognized commercial body, and who are not, therefore, accountable under the restrictions and safeguards embodied in the rules of prominent commercial bodies."

GEO. F. STONE,
Secy. of the Chicago Board of Trade,
September 1895.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$3.25

GRAIN DEALERS JOURNAL

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E. H. MORELAND, Secretary

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C. R. McCOTTER
Western Manager
Omaha, Nebraska

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C. A. McCOTTER
Secretary
Indianapolis, Ind.

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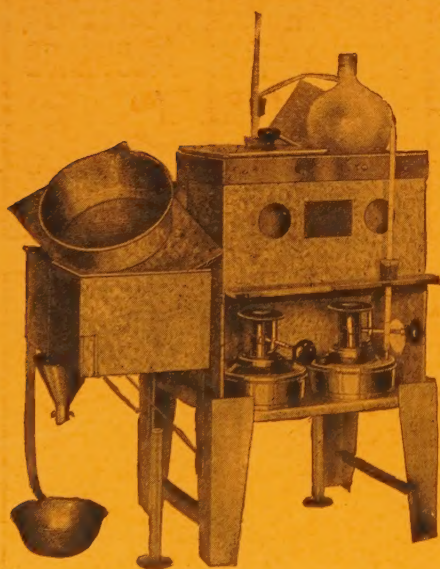
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